

"FAR OUT"

The John Denver Tour Is Coming.

October 12th—Albuquerque, N.M.

October 13th—Houston, Tex.

October 14th—Austin, Tex.

October 25th—Atlanta, Ga.

October 26th—Knoxville, Tenn.

October 27th—Athens, Ohio

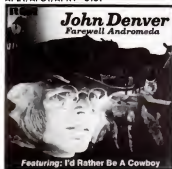
October 28th—Louisville, Ky.

November 2nd—Cincinnati, Ohio

November 4th—Milwaukee, Wisc.

So make sure you have enough of his albums far in. After his fans see him in concert the first thing they'll go looking for is his latest album, "Farewell Andromeda." Stock up now.

APL1/APS1/APK1-0101



Jerry Weintraub
MANAGEMENT THREE, LTD.
Produced by Milt Okun



RCA Records and Tapes

Telecast Mktg. Joining TV Spot Record Derby; Pushing \$6.98 'Q' 4-LP Kid Set

By INGRID HANNIGAN

MINNEAPOLIS—"Rocked" versions of 118 traditional children's tunes in a 4-channel four-LP set will be sold for \$6.98 in 150 retail chains nationwide to coincide with the November 5th start of a TV ad campaign produced and arranged by Telecast Marketing here.

Telecast and D.V. Decker Records explained that the firm plans to saturate 125 markets with one minute ad spots for "Cock A Doodle Do and Mother Goose Too." The promotion will emphasize that the set was recorded in matrix quadrasonic.

Roberts was not convinced at first that quadrasonic recording was a sales plus, but he quickly changed his opinion "when the Sansui people offered to help with the sound mix, and then purchased the tape rights. Many special music effects such as moog, bells, and standard rock instruments sound great even on ordinary stereos," Roberts continued, "but they are terrific in quadrasonic."

The firm, one arm of Carlson Communications, specializes in premium placement, making its entry into records with the campaign. "Merchandising this novel gift item to parents, family friends, and even youngsters themselves may open doors for Telecast in this field," suggested Roberts.

Telecast assigned arranger Bob Piper to create interesting inter-

Brownstaff, Booking Agency, Is Formed

NEW YORK—Brownstaff Talent Productions, a new booking agency, has been formed in Lewiston, Me. The company, a division of Brownstaff Records, a New England distributed label, will emphasize booking acts throughout the Northeast, according to the firm's co-owners, Dave Biron and Barry Wright.

Eiseman Engineering Songs for Film Tracks

By CLAUDE HALL

LOS ANGELES—Movies are still one of the greatest exposure mediums in the world for music copyrights, but sometimes it takes an awful lot of work.

Herb Eiseman, president of 20th Century Music's publishing firms, recently performed something akin to the job he did for the original movie, but ended up with a new movie title, a new album, and a new single.

The new tune is for a reissued old movie, which is unusual for Century-Fox. Fox is making new prints of the film, "M.A.S.H." The new theme Almad Jamal, an instrumental jazz pianist, is the original music in the movie was "Suicide Is Painless." Few radio stations played the record out of the movie because of the title. The new Almad Jamal tune is called "M.A.S.H."

But the song didn't come easy. It all started when the movie studios got enormous response to the film when it was rerun recently on a double bill nationally. The feeling was that the "M.A.S.H." TV series had built up a following for rerun. The film was withdrawn. It is now being released with heavy promotion and newspaper-radio-TV advertising. The new record was needed to help the resuscitation. They came to Eiseman, who is now teamed up with his counterpart with 20th Century Records, president Russ Regan. Regan didn't like the original record. He was willing to make a deal. He'd release the instrumental

pretations of "classic" tunes. The singers and musicians, most of whom usually buck up commercials, were allowed to contribute to the arrangements.

Top 40?

Several singles will be released about the same time. They will sell for under \$10. Each of the singles will be sold through rackjobbers to mass retailers.

All sets will be sold on 100 percent return, with TM paying freight to and from the store. The retailer will receive 25 percent of purchase price for merely selling the set. All TV spots will be tagged with participating retailers' names.

The TV spot shows a group of small children responding almost spontaneously to the song excerpts on the soundtrack. "We decided on a

London Deal On Axe Disk

NEW YORK—London Records has acquired worldwide distribution rights for "Could You Ever Love Me Again," a single by Gary and Dave initially released in Canada on Axe Records, Toronto-based label. The single last week reached No. 1 on the Canadian chart in Billboard.

The agreement, completed by West Maguire, vice president of pop and rock at Reg Hamilton's producer representing Axe, also gives London rights to all future product from the duo. Distribution by London will be worldwide with the exception of Germany, Austria, Switzerland, the Benelux countries, Venezuela and Canada, where Axe retains distribution rights.

The duo, Gary Weeks and Dave Beckett, are on a 25-city tour of Western Canada with the Stampeders.

By JAMAL. If they'd put Jamal's version into the film.

CBS OK Obtained

Eiseman's problems weren't over. Next he had to go to CBS Records, who had the original soundtrack rights and get their approval. A new soundtrack album is underway and it'll feature the Jamal version. Credit, of course, to 20th Century Records) along with the rest of the previous soundtrack. The new soundtrack is being pressed and repackaged now.

Other recent movie music ventures haven't been as hectic, but usually as profitable. From the film music of "The Paper Chase," Eiseman has a single by the Ferrante & Teicher duo. Since there wasn't any lyric, contact writer Larry Weiss went to London to John Barry's music and it became John Davidson's first single on 20th Century Records, "I Want to Spend My Life With You."

When McGovern's recent hit single, "The Morning After," was a 20th copyright from "The Poseidon Adventure." And the late Jim Croce's recent single, expected to be a hit, "I Got a Name" is from the "Last American." Eiseman had to persuade the producer of the movie to hire Charlie Camacho to write the music. Fox and lyric writer Norman Gimbel wrote the song. And, coincidentally Eiseman also originally introduced Fox to Gimbel. They penned "Killing Me Softly."

fresh approach. Schoolteachers, parents, and youth group representatives encouraged us in the test situation," Roberts claimed.

Same McClood, TM's general manager, stated that the sets are shipping currently. It's understood that TM is trying a test campaign on another kids' set prior to Christmas.

5 Col Toppers' 1st Coast Visit

LOS ANGELES—The five senior executives of Columbia's new Manhattan headquarters team made their first trip here as a unit, in order to meet with California-based artists and managers about current product merchandising and future recording plans.

Hosted by West Coast axe vice president Ted Feigin were: CBS Records Group president Goddard Lieberson, Columbia Records president Irwin Segelstein, marketing vice president Bruce Lundvall, executive vice president Walter Egan and national axe vice president Charles Koppelman.

Artists or their representatives meeting with the Columbia management team at Beverly Hills Hotel included: Lee Michaels, Dr. Hook, Neil Diamond, Loggins & Messina, Billy Joel, Johnny Mathis, the Rowan Brothers and Perry Faith.

London Plans Stones Push

NEW YORK—London Records is launching a major restocking and promotion program for the entire catalog of Rolling Stones single and LP product recorded for London between 1964 and 1971.

Product will include the group's early recordings and extend through the two-record "Hot Rocks" set, with the program covering 17 albums and 20 singles.

A four-page, three-color pictorial order blank is being utilized to aid in product ordering, and the push will involve restocking in all tape and record configurations, including eight track cassette, cassette, open reel and LP form.

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Executive Turntable



Gil Beltran named division vice president and general manager of RCA Records. He will have responsibility for all RCA activities and marketing sales and distribution functions for RCA product, as well as responsibility for all studio operations and the Sunbury-Dunbar publishing companies. Beltran leaves the position of general manager and managing director of RCA Records, Brazil, a post he held since Sept. 1971.

* * *

Ron Granger joins Fantasy/Prestige/Nilestone Records in San Francisco as executive assistant to president Ralph Kaffel. Granger comes to the labels from a promotion post with John Levy Management and Luna Productions in Los Angeles. Prior to that he headed r&b promotion for ABC/Dunhill and has also been associated with Ray Charles Tangerine Records and Capitol.

* * *

Bill Yarian appointed to the newly created position of director, artist development, for MCA Records. Yarian's department will incorporate existing departments of publicity and artist relations and will include current staffers in each field. Before coming to MCA, Yarian was West Coast artist relations director for Atlantic Records. ... David Herscher named third general manager at Warner Bros. Records, along with Clyde Bakkeno and Don Schmitzler. He will coordinate production and merchandising for a number of label artists. Herscher joined WB in 1969, writing and producing radio spots. ... Phil Casey appointed vice president in charge of the West Coast concert department for American Talent International. Casey, who has been an agent for the last 14 months, will be responsible for all artist activities and agency hirings. ... Joe Perry is acting as a distribution consultant for Daybreak Records. Perry, who retired from Decca Records in 1969, after 35 years of service, was one of the original six men who started with the label in 1934. ... Nancy Bush named publicity director for Day Artist Management in Los Angeles. She was formerly with Atlantic Records.

* * *

Is Horowitz returns to Billboard as New York Bureau Chief, replacing Ian Dove. He will be in charge of the publication's New York editorial operation, reporting to Editor-in-Chief Lee Zito. Horowitz had been with Billboard from 1948-56 and was its Music-Radio editor at the time he resigned to become Decca's director of Classical A & R. He remained with Decca until 1971 when he became an independent producer. His production credits are with many labels and in the various musical fields, including classical.

* * *

Marshall Reznick, formerly with William Morris Agency and partner in Reznick-Bernstein, has joined Howard King Agency as executive vice president. ... In a realignment of the public relations and publicity departments at London Records, Bob Small named director of advertising and public relations; Ray Caviano named publicity director. David Gest named West Coast press liaison, and Andy Miele named publicity staff writer. ... Emil LaViola appointed director of Chappell Music's New York songwriters workshop. LaViola, a Chappell professional manager, has served as vice president of Screen Gems Columbia's New York music division. In his new post, he will be assisted by Bill Cureton. ... Jerry Loze, A&M Records eastern promotion manager, has been promoted to East Coast director of promotion and artist relations.

* * *

Antoine Panet-Raymond appointed marketing manager for Polydor Records, Canada. Panet-Raymond, who returns to Canada after a five-year stint in Germany as the firm's director of special projects, replaces Claus Peterman, who goes to Polydor's Hamburg headquarters to assume a new staff position. ... Patti Wright named national publicity manager for Capitol Records. She replaces Lewis Segal, who resigned from the label. ... At Electro-Voice, a subsidiary of Gulton Industries, Philip Garnick elected president, succeeding Joseph Marks, and Jahiel D. Woodbridge appointed executive vice president, marketing. Marks remains with the firm as a corporate vice president. ... Harry Norman promoted to vice president, administrative operations division. In his newly created post, Norman will assume a broad number of administrative responsibilities from J. Yale Sherman, who continues in his role as corporate senior vice president, administration. Norman joined the firm in 1969 and has been vice president since 1971. ... Harvey Urman appointed national custom duplicating sales manager for Ampex Music Division. Making his headquarters in Hack-

(Continued on page 49)

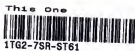
When a record will soon be on the charts longer than any other in history; when it is approaching one million copies in sales; when it is still climbing the charts six months after its release; you ought to know that record:



Kris Kristofferson's
"Why Me?" "Why Me" is from Kris' album "Jesus Was a Capricorn," his first album with Rita Coolidge. His three previous albums, "Me and Bobby McGee," "The Silver Tongued Devil and I," and "Border Lord" have made Kris one of the most notable singer-songwriters anywhere in music.

Kris Kristofferson is on Monument Records, where records break records.

Distributed by Columbia Records



SATURDAY NIGHT'S ALRIGHT FOR ROCKIN'
ON DON KIRSHNER'S SECOND ROCK CONCERT
**SATURDAY NIGHT IN MACON, GA. WITH
THE ALLMAN BROTHERS BAND**

ALSO STARRING

THE MARSHALL TUCKER BAND
WET WILLIE AND MARTIN MULL
An All-Capricorn Records Show.

CHECK LOCAL LISTINGS FOR DAY, TIME AND CHANNEL



Market Quotation

PHILIPS NV, Holland, expects an earnings rise this year of "close to 50 percent," said F.J. Philips, chairman. The company increased earnings about 46 percent in the first half from the year before. Earnings were \$145 million and sales in the period rose about 15 percent to \$3.9 billion.

... **Electrohome Ltd.**, Toronto, expects 1973 results to be better than in 1972, said D.S. Sykes, vice chairman. He feels this year's results will depend largely on what happens in the fourth quarter. ... **Sony Corp.** expects sales and earnings to be up more than 20 percent during the current fiscal year.

MEMOREX CORP., Santa Clara, Calif., and **Control Data Corp.**, Minneapolis, have ended talks on a take-over of certain Memorex operations by Control Data. In turn, Memorex and its creditors have reached a financial accord, with the Bank of America and other lenders agreeing to reorganize the company's debt and provide additional credit.

The agreement re-arranges the maturities of debt owed by Memorex and its subsidiary, ILC Peripherals Leasing Corp., to a group of other lenders. Memorex owes the Bank of America and other lenders more than \$200 million. The new agreement gives Memorex additional credit.

Memorex expects its operating cash inflow to be greater than its cash outflow, beginning this month. The new agreement will allow Memorex to carry out a projected operating plan for the year.

VIEWLEX INC., Roilbrook, N.Y., reported a loss of about \$14.6 million in the year ended May 31, compared to an operating income of \$330,679, or 8 cents a share, before a special charge of \$1.2 million, in fiscal 1972.

In the company's first quarter (fiscal 1974), ended Aug. 31, it had a net income of about \$50,000, compared with earnings of \$42,000, or 1 cent a share, in the same period a year ago.

SCHAAK ELECTRONICS INC., St. Paul, reported sales for the year ending May 31 of \$8,984,999 and earnings of \$290,028, or 79 cents a share, compared to sales of \$4,276,559 and earnings of \$158,216, or 53 cents a share, in the previous year.

The company plans to open six new stores in the next two months, bringing the total to 21. Richard L. Schaak, president, said that all six stores opened in fiscal year "are operating profitably."

KOSS CORP., Milwaukee, is establishing a manufacturing and marketing operation in Canada, and will enter the Far East market in the future, said John C. Koss, chairman and chief executive officer.

The company reported its fourth consecutive year of new records in sales and income. For the year ended June 30, earnings were \$1,023,435, or 60 cents a share, compared to \$687,022, or 41 cents a share, in the prior year. Shipments were \$10,788,813, up from last year's \$7,467,453.

As of closing, Thursday, October 4, 1973							
1973		NAME	P-E	(Sales 100)			Change
High	Low			High	Low	Close	
27	7%	ABC	6	354	15%	15%	Unch.
27	7%	Admiral	9	1716	33%	32%	33%
154	5%	AAM Corp.	6	45	7%	8%	+ 1%
11	10%	Adco	13	963	5%	5%	+ 1%
8%	2	Automatic Radio	4	48	4%	3%	+ 1%
20%	8%	Arco Corp.	4	621	10%	10%	10%
11	10%	Arco	13	1276	11%	11%	+ 1%
73	22	Bell & Howell	11	1156	27%	25%	36%
10	10%	Arco	13	108	10%	10%	10%
107	28%	CB	6	1167	34%	33%	34%
10	10%	Cambridge Pictures	8	150	4%	4%	+ 1%
3%	2%	Craig Corp.	7	285	3%	3%	Unch.
4%	4%	Creative Management	8	48	4%	4%	+ 1%
123%	71%	Chenalt	44	1737	78%	78%	78%
8	2%	EMI	15	267	4%	4%	+ 1%
4%	4%	Continental Electric	11	1155	63%	63%	63%
44%	21%	Qul * Western	8	1055	28%	27%	28%
10	10%	Chenalt	10	87	10%	10%	10%
42%	6%	Handelson	4	437	6%	6%	6%
11	11%	Laney Group	44	81	1%	1%	1%
62%	26%	Harco	24	4990	36%	37%	37%
40%	46%	Lafayette Radio Elec	8	716	14%	12%	13%
40%	46%	Lafayette Radio Elec	8	716	14%	12%	13%
34%	4	Marinich	11	1726	5%	4%	+ 1%
27	13%	MGM	10	126	25%	24%	25%
27	13%	MGM	10	112	18	17	18
62%	10	Monometalia	11	1220	12%	11%	12%
40%	40%	Moscow Electro Prod	7	1468	15%	12%	14%
39%	29%	No American Prices	1	62	62	62	62
39%	29%	No American Prices	1	225	26%	25%	26%
22%	6%	Polymet	33	81	3%	3%	3%
25%	6%	Playboy Enterprises	7	387	8%	7%	8%
43	22%	RCA	28	3482	28%	26%	28%
43	22%	RCA	28	3482	28%	26%	28%
38%	11%	Supercor	10	1315	39%	34	36%
38%	11%	Supercor	10	1315	39%	34	36%
23	4%	Tenneco	7	1386	25%	23%	24%
23	4%	Tenneco	7	1107	7%	7%	7%
10%	2%	Telecom	8	1724	6	6	6
10%	2%	Telecom	8	63	2%	2%	2%
32%	11%	Transamerica	11	1400	13%	12%	12%
32%	11%	Transamerica	11	118	13%	12%	12%
17	6	Zenith	9	899	8%	7%	8%
17	6	Zenith	9	113	13%	13%	13%
20%	10%	Worlview	8	58	11%	11%	11%
20%	10%	Worlview	8	58	11%	11%	11%
26%	33%	Worlview	13	722	38	37%	37%

As of closing, Thursday, October 4, 1973								
OVER THE COUNTER ^a	VOL. WEEK'S HIGH LOW CLOSE			OVER THE COUNTER ^b	VOL. WEEK'S HIGH LOW CLOSE			
ABCO Ind Corp	1	27	27	%	Mills Music			
Beth Mfg Corp	78	56%	55%	55%	Reactor Bros	0	2%	2%
Carmody TV				%	Schwartz	2	21%	21%
Chas E. Partridge				%	Tenneco	2	2%	2%
Gary Leasey	100	8%	8%	8%	Omni-Alpha	217	2%	2%
GRT	308	1%	1%	1%	MMC Corp.			
Hartman				%	Genium	522	28%	28%
Integrity Ent				1%	Orex	8	2%	2%
InterCorp				1%	Strom	64	3%	3%
M Josephson	22	12%	11%	11%	Memorex		-3%	3%

^a"Over-the-counter" prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are guideposts to the market within which these securities could be sold or bought at the time of compilation.

The above continuation to Billboard by Busch & Co., members of the New York Stock Ex-

Earnings Reports

Year to June 30:	1973	1972
Sales	\$82,622,194	\$73,870,574
Income	3,583,867	3,933,230
Special items	611,648	636,553
eNet income	3,972,219	4,299,883
aPer share	1.63	1.61

a—Based on income before special items. b—Debit, c—Credit. e—Equal to \$1.62 a share in 1973 and \$1.76 a share in 1972.

SCHAACK ELECTRONICS INC.		
Year to	1973	1972
May 31:		
Sales	\$8,984,999	\$4,276,559
Net income	290,028	158,218
Per share	.79	.51

TELECOR INC.		
1st qtr. to		
Aug. 31:	1973	1972
Sales	\$17,166,400	\$17,208,363
Net income	863,185	887,997
Per share	.31	.31
Authorized shares	3,768,873	3,887,000

Sony Reports Total Surge

LOS ANGELES—Sony Corp., Tokyo, reported sales gains in all product categories, resulting in a 22 percent increase in consolidated earnings and a 30 percent sales gain in the third fiscal quarter, ended July 31, compared to the same period last year.

Consolidated net increased to \$24.7 million from \$20.2 million, or 37 cents an ADR (American Depositary Receipts) from 31 cents an ADR. Consolidated sales rose in the quarter to \$297.3 million from \$229 million.

For nine months, earnings increased to \$76.4 million, or \$1.16 an ADR, from \$58.9 million, or 93 cents an ADR. Consolidated sales in the nine months rose to \$865.1 million from \$661.2 million.

Sony officials said the Japanese market accounted for most of Sony's sales gains in the third quarter, accounting for \$164.4 million while export volume rose to \$132.9 million.

For nine months, audio equipment and video tape recorder sales increased 34 percent to \$49.5 million; radio and tape recorder volume gained 33 percent to \$84.6 million; television sales rose 25 percent to \$121.3 million; and other products gained 35 percent to \$41.9 million.

Qtr. in July 31:	1973	1972
Sales	\$21,739,000	\$15,941,000
Income	2,080,000	1,069,000
Tax credit	1,734,000	1,035,000
bNet income	3,814,000	2,104,000
a Per share	.58	.36

a- Based on income before tax credit. b- Equal to \$1.07 a share in 1973 and \$0 cents a share in 1972

SONY CORP.		
3rd qtr. to July 31:	1973	1972
Sales	\$297,300,000	\$229,900,000
Net income	24,700,000	20,200,000
aPer share	.37	c.31

Sales	865,100,000	661,200,000
Net income	70,400,000	58,900,000
a-Per share	1.14	c-93

a—Based on American Depositary Shares. b—Restated. c—Adjusted to reflect a five-for-four stock split paid in January 1973.

Qtr. to Aug. 31:	1973	a1972
Sales	\$167,539,000	\$143,719,000
Net income	11,140,000	12,808,000
Per share	60	.71

Sales	466,685,000	421,703,000
Income	34,367,000	32,084,000
Special charge	441,000,000	
Net loss	6,633,000	e32,084,000

a - Retained to reflect an accounting change. b - Includes capital losses of \$56.7 million in the quarter and \$424.0 million in the nine months of 1973, compared with capital gains of \$738.0 million and \$2,340.0 million, respectively, in the like periods of 1972. c - Based on income before special charge. d - Winloss of investment and/or other applicable to Cartridge Television Inc. e - Income.

On a fully diluted basis, per share earnings were \$0.50 cents in the quarter and \$1.53, before special charge, in the nine months of 1973, compared with 56 cents and \$1.42, respectively, in the like periods of 1972.

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- ☐ bill me later
- above subscription rates for Continental U.S. & Canada
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Playback Equipment | <input type="checkbox"/> 6. Schools, Colleges, Libraries,
Audiotapes |
| <input type="checkbox"/> 2. Distributions, Operators, One-
Stop, Rack Jobbers | <input type="checkbox"/> 8. Music Publisher, Songwriter,
Unions |
| <input type="checkbox"/> 3. Radio/TV Management &
Broadcasters | <input type="checkbox"/> 9. Writers, Reviewers, Newspapers &
Magazines |
| <input type="checkbox"/> 4. Mfrs./Producers of Records,
Tapes, Equipment | |
| <input type="checkbox"/> 5. Talent Artists, Performers,
Sound Men | Other _____ (please specify) |

Name	
Company	Address
City	State & Zip
Type of Business	Title #7100

PAUL ANKA

who habitually sings hit songs

RICK HALL

who habitually produces hit records

'FLASHBACK'

their first habit forming single together

FM-XW345-W



FAME

distributed by United Artists Records

Frank's Ballad LP Return Should Ignite MOR Blaze

Continued from page 1

tunes in the LP were taped for the program.

The singer has been performing at special benefits over the past eight months or so, leaving only the nightclub field untouched.

Last week Warner Bros. reported advance orders of 150,000 for the LP, with three of its home office executives on the road promoting the LP. They included Joe Smith, Warner Bros. Records president; Don Schmitzer, Reprise's general manager; and Ron Saul, the two-labels' national promotion director.

Sinatra's return to recording is a significant event which many observers believe will stimulate new retail action. For if his LP clicks—and there are more than enough tracks which are powerful programming for broadcasters—it could give middle-of-the-road performers a new status in competing on the charts with the likes of the "younger" singers like Paul Simon, John Denver and Isaac Hayes.

The LP could also provide Warner-Reprise with a rekindling of activity for its Sinatra catalog, which always led the label's MOR activities.

A number of radio stations in New York and Los Angeles have been heavily programming advance copies of the LP. WB plans major media campaigns for the LP's release and for the times prior to and following the TV special.

The last time the label tied in an LP with TV exposure occurred in

November of 1965 when Sinatra celebrated his 25th anniversary in show business and his 50th birthday. Reprise issued two LPs including "Sinatra: A Man and His Music" and CBS and NBC both honored him with specials.

Now, the new LP is a true labor of love between Sinatra, the word picture specialist, and Gordon Jenkins and Don Costa, the creative musical arrangers. Jenkins also conducted a large symphonic sounding orchestra.

Much of the LP bears Jenkins' uniquely warm and lush touch, recalling their collaboration on "The September of My Years" LP released in the mid-1960's.

There are three outstanding songs in the LP: "Send in the Clowns," the Steven Sanchez work from "A Little Night Music"; "Dance Away" (from the film "The Man Who Loved Cat Dancing"); and "Let Me Try Again," a medium-tempo work with lyrics by Paul Anka and Sammy Cahn.

Sinatra has wisely chosen new songs with the emphasis on slow to medium ballads. They are his forte. He rarely sings the high notes and makes them, there is a smooth strength in his voice which enables him to glide and caress phrases, with a simple mellowness in the low notes and there is enough tremor in his voice to make things tingy.

The songs are simple works which rhyme nicely. The LP puts writer Joe Raposo in the spotlight since he is represented by four tunes.

"You Will Be My Music," the opening cut, sets the mood for the power of the orchestra and Sinatra's voice. Jenkins' touch is obvious; his strings acting as gossamer support, gliding along gently and then making room for the reeds and brass to state their own warm participations.

"Send in the Clowns" is the most telling work and Sinatra's best reading. He wisely uses mature tunes, songs for reflection and for reprising thoughts.

Raposo's lyrics, like those of Kris Kristofferson (represented with one tune), marry well with Jenkins' sweeping sound.

"Noah" is the only tune using a chorus and the song has a contemporary kick at the end. It is full of symbolism pointing to how one lives in today's world.

The man called "The Voice" in the 40's sings of "walking with the wind, soaring with the eagle, singing with the nightingale." The "art," like the world today, "is getting crowded."

Raposo's "There Used to Be a Balloon" is a sad reflection of time whisked away.

"Let Me Try Again" enables Sinatra to reach out and touch the listener. The symbolism—or message—of a key phrase becomes in effect the story of Sinatra, the indelible man of music: "Think of all we had before, let me try once more."

On a historical note, Sinatra's last public appearance was at a concert at the Los Angeles Music Center in 1971. On Sunday (30), he returned to that same Pavilion stage to perform at another black tie benefit.

Ear Is Reactivated

LOS ANGELES—Ear Records has been reactivated by writer-producer Johnny Cole in partnership with advertising executive Bill Tyson. First release is "The Sea/Rain: An Album for Lovers," debuting the label's Sound Series. Direct mail selling will be stressed.

General News

Atlantic Film Wins a Medal

NEW YORK—The film "History of Atlantic Records" won a silver medal at the Atlanta International Film Festival, held last month. The medal was awarded for the documentary sales division in the festival's entries.

Produced by Atlantic advertising and public relations chief Bob Kolontz, and filmed by California-based Braverman Productions, the film debuted at Atlantic's 20th Anniversary Convention held in Paris last April. Since then, it has been screened in 12 foreign countries, including Japan, England, Germany, Australia and Holland.

Most recently, the film was taken by the U.S. Information Agency for screenings in several South American countries. It is also being shown on educational film networks throughout the U.S.

Promo Exec Sues Budget President

LOS ANGELES—Sherman Somers aka. Jeff Clark, veteran promotion executive, recently instituted suit, seeking \$160,815 allegedly due him on a contract, and asking \$250,000 punitive damages from Elmer C. (Cleve) Howard, Budget Tapes and Records and Ramada Record and Tape Corp. The federal district court suit names Howard's franchise concept store chain, which now reportedly numbers about 24 stores (Billboard, Oct. 6), and Ramada, the now-shuttered distribution chain that serviced Budget stores with product.

Clark alleges that he entered into written agreement with Howard Oct. 20, 1971. The pact, terminating July 31, 1979, called for monthly payments to Clark of approximately \$1,825 for eight years, in return for which Clark was to act "in an advisory capacity for promotional activities for Budget or any affiliated activities." Clark charges he has not received a payment since June, 1972. Clark seeks a jury trial.

Peer-Southern Dept. To Be Coast-Based

NEW YORK—The Peer-Southern Organization professional department will be based in the firm's Hollywood offices, effective immediately, according to Monique I. Peer, president of the company. The professional department has been directed from its office here since the inception of the firm in 1928.

Cartridge Club Chain Sued

BOSTON—Four major label houses have sued the Cartridge Club House of America, Inc., charging the firm with infringement of copyrighted sound recordings.

Cartridge Club, which operates nine retail outlets in Massachusetts, was charged by Atlantic Recording Corp., CBS Records, Warner Bros. Records, and Bell Records, of offering to the public the use of high-speed duplicating machines to reproduce, at a fee, various copy-

righted sound recordings from the labels' respective catalogs.

The suit, which seeks an injunction to enjoin Cartridge Club from reproducing any of the labels' product, also petitions local authorities to seize all tapes which allegedly infringe on copyright ownerships and to seize equipment used to produce the duplicated tapes. An accounting of all sales and profits of the tapes by Cartridge Club is also sought in the joint suit.

American Express Deal With Caedmon

Continued from page 1

albums and cassettes where the film is being shown. These displays will feature a pre-pack in a self-contained 13x13 browser box. The first package will hold 13 boxed sets and is being sold initially to the dealer as a unit only, listing at \$292.28. The price for the unit to the dealer is \$160.75. Consumers may buy the sets individually or as a unit.

Some 50,000 staffers, including a purchase coupon are being supplied by Caedmon in the initial run for use in back of the browser box, with the heading: "American Film Theatre Takes You to Broadway—Only on Caedmon."

For American Express, the campaign represents an allocation of \$2.5 million, with the cost going to an advertising drive, mailings, some 10 million staffers, and subscription coupons to see the films. All future mailings, under the deal, will include a Caedmon reference. Caedmon's outlay is in five figures. Both AFT and the record firm's field representatives will work together with dis-

tributors in setting up area promotion on a cross-tie-in basis. The four color artwork used by AFT in its ads is also being used as the artwork on Caedmon covers.

The first three albums to be released in the initial October kick-off are "The Iceman Cometh," starring Lee Marvin, Fredric March and Robert Ryan, "A Delicate Balance," featuring Katherine Hepburn and Paul Scofield; and "The Homecoming," with Cyril Cusack, Vivien Merchant and Ian Holm. The 13 boxed sets will consist of five of "Iceman," and four of each of the other two.

After the initial prepack offering, orders for the rest of the series will be taken on an individual set basis. The records will also be offered through the Caedmon Record packages.

The four other Caedmon packagings are "Rhinoceros," with Zero Mostel; "Luther," starring Stacy Keach; "Three Sisters," featuring Sir Laurence Olivier; and "Butley," with Alan Bates. The eighth film is "Lost in the Stars."

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WTTM, Trenton, N.J. (Phil Allen)
WTFJ, Albany, N.Y. (Cory Peters)
WCPA, Easton, Pa. (Bob Watkins)
WEAN, Providence, R.I. (Allen Monroe)
WJLJ, Niagara Falls, N.Y. (Bob Rodgers)
WSP, Poughkeepsie, N.Y. (John Betts)
WKNY, Kingston, N.Y. (Tim Hezlet)
WHYR, Princeton, N.J. (Mike Klein)
WGNV, Newburgh, N.Y. (Eric Holman)
WBZ, Kingston, N.Y. (Fred Shaler)
WCHD, Kingston, N.Y. (Bill Skilling)
WQST, Poughkeepsie, N.Y. (Ralph Arrigale)
WEST, Easton, Pa. (Bob Watkins)
WADY-FM, Buffalo, N.Y. (Pat Viscant)
WHD, Niagara Falls, N.Y. (Roger Smith)
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KABC, Los Angeles (Alana McKinney)
KLOL-FM, San Francisco (Don Kelly)
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KQMG, Seattle, Washington (Larry Wilson)
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KRHE-FM, Salt Lake City, Mo. (Bobby Grams)
KBE, Berkeley, Calif. (Barb Thomsen)
KLAV, Las Vegas, Nevada (Harvey Allen)
KGV, Vancouver, Washington (Jim Michalski)

KCBN, Reno, Nevada (Dave Price)
KPRR, Portland, Oregon (Dorothy Cooser)
KM, Fresno, Calif. (Dick Shaphard)
KSRD, Santa Rosa, Calif. (Merle Rose)
KMSO, Sacramento, Calif. (Glenn Johnson)
KATV, Sacramento, Calif. (Teresa Powell)
KCLR-FM, Reno, Nevada (Robert Stoddard)
KBT, Reno, Nevada (Robert Stoddard)
KPCS-FM, Pasadena, Calif. (John Gregory)
KVTM-FM, San Fernando, Calif. (Jim Halliday)
KRE, Corona, Calif. (Bred Melton)
KVON, Napa, Calif. (Jay Costling)
KPCS-FM, Pasadena, Calif. (John Gregory)
KCSA, Sacramento, Calif. (Lee Kist)
KST, San Francisco, Calif. (Tom Johnson)
KOGO, San Diego, Calif. (Rovene Peier)
KEYR, Corpus Christi (Johnny Marks)
KTVR, Corpus Christi (Dandy Don)
KZMF-FM, Corpus Christi (Jim Allen)
WCCO, Cedar Rapids (Wayne Johnson)
WWWW, Cedar Rapids (Joe Smith)
WCCO, Minneapolis (Denny Long)
KLOL-FM, Houston, Texas (Tony Ravan)
KLYT-FM, Houston, Texas (Don Armstrong)
KEMP, Milwaukee, Wis.
WISN, Milwaukee, Wis.
WZMF-FM, Milwaukee, Wis. (Steve Staven)
WTL, Milwaukee, Wis.
WVVA, Richmond, Va. (Vail Thompson)
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CAQ, Montreal, Canada (Barbara Forcett)
KNW, Tulsa, Okla. (Chuck Adams)
WV, St. Louis, Mo. (Bob Osborn)
WIS, Columbia, S.C. (Dave Kirscher)
WBG, Greensboro, N.C. (Jerry Boggs)
WZLX, Charleston, S.C. (Dale Lloyd)
WRR, Dallas, Texas (Paul King)
KLIN, Lincoln, Neb. (Doug Lion)

WCOS, New Orleans, Louisiana (Bruce Holberg)
WSMB, New Orleans, Louisiana (Marshall Pearce)
WREN, Topoka, Kans. (Darwin Jones)
WRBL, Columbus, Ga. (Bill Bowick)
WCCP, Durham, Ala. (Steven McGowan)
WRC, Mobile, Ala. (Dick Wilson)
WMGR, Mobile, Ala. (Ron Meyer)
WIOX, Biloxi, Miss. (Charlie Bruce)
WVMI-FM, Biloxi, Miss. (Bob Lee)
KEND, Lubbock, Texas (Casey Jones)
KLKB, Lubbock, Texas (Kevin Brown)
KSLB, Lubbock, Texas (Mike Davidson)
KCAR, Portland, Oregon (Jim Michaels)
WABR, Mobile, Ala. (Cary Mitchell)
WDRQ, Duquesne, Iowa (Paul Hemer)
KTX, Tucson, Ariz. (Dick Martin)
KCEB, Tucson, Ariz. (David Graham)
KTSM, El Paso, Tex. (Chris Russell)
WVIX, Pensacola, Fla. (Steve Edwards)
WPCA, Pensacola, Fla. (Bryen Benick)
WPTC, Minneapolis, Minn. (Jim Tesak)
KOY, Phoenix, Ariz. (Nat Stevens)
KDB, Phoenix, Ariz. (Ted Hill)
KMR-FM, Phoenix, Ariz. (Mike Gillespie)
WTNT, Tallahassee, Fla. (Bob Reynolds)
KMR-FM, Phoenix, Ariz. (Ron Brown)
WBSR, Pensacola, Fla. (Chris Hampton)
KROK, Shreveport, Louisiana (James Lynn)
KWNK, Shreveport, Louisiana (Sam Hart)
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WLAC, Nashville, Tenn. (Dick Kent)
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WHRB-FM, Nashville, Ala. (Coyne Lee)
WAAV, Huntsville, Ala. (Jim Lott)
WHDV, Florence, Ala. (Rick Shane)
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KLAF-FM, Little Rock, Ark. (Barry Wood)
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WJL, Lansing, Mich. (Brian Hatter)
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KVNQ-FM, Omaha, Univ. of Nebraska (Frederick Lath)
KCRB, Council Bluffs, Iowa (Mark Andrews)
WSAV, Savannah, Georgia (Dick Richards)
WVLD, Valdosta, Ga. (Jim Janning)
WMER, Jacksonville, Fla. (Tom Derra)
KNRT, Des Moines, Iowa (Dick Hall)
KUDL, Kansas City, Kan. (Ron Brothers)
KJLC, Iowa City, Iowa (Bob Shalley)
KLIC-FM, Austin, Texas (Don Lincoln)
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KFOR, Lincoln, Neb. (Lydia Bane)
WMAV, Springfield, Ill. (Lydia Bane)
KMS, Sioux City, Iowa (Lydia Bane)
KRGI, Grand Island, Neb. (Lydia Bane)
KOEI, Lincoln, Neb. (Lydia Bane)
KSL, Salina, Kans. (Lydia Bane)
KTOP, Topeka, Kansas
ELV, Beaumont, Texas (Bob Brown)
KWCF-FM, Beaumont, Texas (Dave Kelly)
KTFM-FM, San Antonio, Texas (Tony Ravan)
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WDRB, Daytona Beach, Fla. (Ann Spellman)
WRD, Daytona Beach, Fla. (Bob Bell)
WING, West Palm Beach, Fla. (Tom Reynolds)
WAVS, Ft. Lauderdale, Fla. (Bruce Elwell)
WAIL, Baton Rouge, Louisiana (Kathy Thomas)
WBO, Baton Rouge, Louisiana (Jim McKay)
WBO-FM, Baton Rouge, Louisiana (Janne Deivid)
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KWEI-FM, Kansas City, Kan. (Garry Steel)
WKYN-FM, Lawrence, Kans. (Heath Booth)
WINK, Fort Myers, Fla. (Jim Jenkins)
WCAI, Ft. Myers, Fla. (Bob Jones)
WSPB, Sarasota, Fla. (George Barber)
WTR, Sarasota, Fla. (Dave Barber)
WSIN, St. Petersburg, Fla. (Ray Maden)
KRCG, Tallahassee, Fla. (Dick Ford)
KRET-FM, Rochester, Minn. (Dave Carr)
KQRC-FM, Rochester, Minn. (Dave Carr)
KGL, Billings, Mont. (Wayne Coffey)
WBK, Orlando, Fla. (But Lawrence)
WIA, Jacksonville, Fla. (Lamar Lyne)
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Kristofferson Song, Blackwoods & Oak Ridge Boys Sweep Dove Wins

By BILL WILLIAMS

NASHVILLE—"Why Me?" by Kris Kristofferson, a final nominee in the upcoming Country Music Association Awards, won the Gospel Music Association "Dove" for Song of the Year.

It marks the first time that the same song was nominated for both a major gospel and country award.

James Blackwood Sr. and the Blackwood Brothers and the Oak Ridge Boys were the big winners Sunday in the colorful "Dove" Awards presentation. They each walked off with three white the Speer Family gathered two.

Some 1,200 paid spectators watched the ceremony at the Grand Ole Opry House, held there for the first time.

The Blackwoods won perhaps the most coveted awards: top male vocalist (James Blackwood) and top male gospel group. The Oak Ridge Boys won three awards from one album: "Sweet Gospel." It was named album of the year, and won for graphic layout and design, and best album photo.

The Speers won for best mixed group, and best female vocalist in *Sue Chenault*.

The John Matthews Family was named the most promising new talent. Eddie Miller, noted country singer, won an award for the back liner notes on the "Release Me" album by the Blackwoods Brothers. He took his country standards and rewrote the lyrics in Gospel style, and then wrote the notes as well.

Pianist Henry Slaughter was named top instrumentalist. For the fourth consecutive time, Bill Gaither was named songwriter of the year.

Photographer Bill Grien won an award for his photo on an album by the Oak Ridge Boys. And the Florida Boys again had the best syndicated show. Sid Hughes of WDOO-AM in Chattanooga, was named gospel disk pickup of the year.

An 18-piece orchestra, conducted by Rick Powell, performed the nominated songs.

In the living category of the Hall of Fame, LeRoy Abernathy was named a winner. Walter D. Crumpler was elected to the deceased category. Inducted formally

were other Hall of Famers: E.M. Bartlett, J.R. Baxter Jr., Don Daniel, Edger Pace, Homer Rodehaver, Al Showalter, V.G. Starnes, Frank Stamps, W.B. Walbert, and R.F. Winsett.

Following the Dove awards, the opening events of the six-day National Quartet Convention got underway. During the convention, most of the industry-related business operations various events. They include a seminar, a business Word, Blackwood Family, and the Gospel Music Association.

UA Creative Depts. Traverse New Avenues For Spoken Sets

By BOB KIRSCH

LOS ANGELES—New and in some cases unexplored means of promotion will be used by United Artists for its five-record spoken word series, "Word Arts," with the publicity, sales and artists relations department sharing the responsibility with the promotion department.

The LPs are set for strong promotional efforts on college radio stations where UA executives feel a spoken word disk stands a better chance of complete airing, through progressive FM stations, mailings to retailers and one stops clearly identifying the material as complimentary and for the owner's use, in book stores, in neighborhood retail outlets such as barber and beauty shops and in the case of certain ethnic LPs and through ads in specialized magazines.

Alan Douglas, producer of "Hustler's Convention," a single disk on a

fictitious convention bringing together 3,500 black hustlers, meaning fast talkers or "con men," offered some views on marketing strategies for this LP.

"First of all," said Douglas, "we brought in Warren Rapier Enterprises, a public relations company, to help us. What we have with this LP is an example of street art in the black lingo used. But we also have background music by groups such as Kool and the Gang, which makes this a combination spoken word-music LP. We like to consider it almost a sound track."

"One of the means of promotion," Douglas added, "is to get street people involved as motivators. So we will give this disk to barbershops, beauty salons, pool halls and anywhere else where people hang out and music is played. With this type of material, word-of-mouth is often the best advertising. We are also doing a mailing of 3,000 copies of black one stops and record chains, as well as to college-studios. And we will make sure the product is stocked in record stores near college campuses. We look at black dialogue as almost an art form. For example, the University of Michigan has started a black dialogue course."

Another LP in the series is the three disk box set, "John Neihardt—Flaming Rainbow," which will list at \$11.98 and includes the stories of Neihardt, the poet laureate of Nebraska. Neihardt, age 93, is an American Indian who talks of his memories of Black Elk, an Indian famous for religious visions. The set features a poster and pictures on each of the three inner sleeves.

Book Tie-In
Barbara Scott, associate of Lloyd Loring, a publicity and artists relations, offered some marketing methods for the set. "We will have a tie-in with Simon and Schuster, who published 'Black Elk Speaks,' and we

(Continued on page 45)

MULTI-MIL TRAVEL: Complex Logistics Bog Tour Planning

By JOHN SIPPPL

(This is the second installment on touring the multimillion-dollar yearly cost of recording acts in the U.S.)

LOS ANGELES—When the 40 to 50-people entourage accompanying Alice Cooper lead air is the only way to travel, as when like David, Cooper's road mentor, and Eddie Killy, who recently left Jerry Lee Lewis as his road producer, have found, the performers must go quickly from town to town, considering the few precious hours they get for sleeping and resting. Both Lewis and Cooper, coincidentally, use Lockheed Electra planes. Lewis, who has consistently purchased larger and larger planes over the past five years, was once asked when he bought his latest when the capacity was "It will always be a couple short," he quickly answered.

Libert said the Cooper plane normally carried 150 pieces of personal baggage. The local promoter supplied 12-foot truck, two limousines, two station wagons and a bus when the plane landed to transport baggage and personnel. Flo and Eddie carried nine people. The Cooper performer group was seven. The plane's crew was three with two stewards attending the troupe. There was an advance man and a press officer, the latter usually shepherding four or five writers during each leg of the junket. The carpenter, roadies, electricians and handy-men carried along numbered 16 and 12, the promoter was requested to have 12 handbags, one electrician, four truckloaders and two forklifts at the museum baggage entrance about the same time the plane landed. Cindy Smith doubled as costume maker and Magic Tooth. Usually there was at least one standard car, like Randy the limo driver, and his equipment on tour with Cooper.

Amperage Minimum

Libert had difficulty playing some sites. The electrical equipment used by Cooper requires 600 amps, with 900 amps even better. Some facilities could not supply this minimum.

The tour had to be booked way out ahead because 40 to 42 hotel rooms were reserved nightly. Security requires that, if possible, all rooms be on one floor. When the actual Cooper group members arrived at the hotel, a roadie handed each an envelope containing his key and information on the day's gig. If it was an off day, and there were 29 of them on the 91-day junket, there were 29 tickets to sportswear. "or if we were near the shore, we would rent a yacht for the day." Not only the principals went out for a day, but the entire troupe went to a hockey or basketball rink.

Daily Allowance

Depending upon their import among the troupe, each person was on a per diem hotel bill allowance. The Cooper plane was not a gambling casino and three lounges for relaxation. Libert had to see that promoters had six cases of Budweiser used and ready to go. Cooper prefers beer, so do many of his troupe. Lewis prefers a harder proof and carries a bartender with him, along with a portable bar. Robert of Chrysler Records left his post as partner in the label for some months recently to become a roadie with the Tull tour. Ellis was in charge of the visual production

which included screening of the "Passion Play" feature.

"To accommodate the film, we needed a special-sized stage. At the first arena on the tour, we were charged from \$2,000 to \$3,000 to have a stage erected. We simply built two stages and trucked them to the dates. Our costs broke down to \$1,200 a show," Ellis stated.

(Billboard's next issue will carry the final installment about record acts' touring, citing several agencies which use exclusively tour recording groups.)

Musical Isle 'Monster' Push

NEW YORK—The St. Louis, Mo., branch of the Musical Isle of America has launched a special Halloween promotion on Boris Pickett's successful London Records album, "The Monster Mash."

"The pushmaster requires a minimum of 36 one minute spots to be aired on radio station KSLQ-FM, as well as an in-store display arrangement incorporating the traditional Halloween colors of black and orange.

The colors will be in paper streamers, hanging jack-o-lanterns, candy sticks, and special costumes with the same motif for some retail attendants.

According to Norm Wiestroer, vice president, MIA in St. Louis, the promotion will encompass the MIA's outlets throughout the area served by St. Louis and Kansas City branches.

Also tied in with the "Monster Mash" push is the Disneyland budget priced LP, "Sounds of a Haunted House," which, according to Wiestroer, has become a traditional Halloween seller.

CBS Seeks \$\$\$ Increase

Continued from page 1

In announcing rates on which promotion facilities have been accepted for consideration, the ALEC notes that "under Phase IV regulations, a 30-day clock" begins for firms which submit promotional forms to the IRS. If the Council has not acted to disapprove, modify, suspend or defer the promotional form, the firm which submitted the form can automatically be put into effect. In general, firms making \$100 million or more in sales annually, must submit on price increases under Phase IV of the administration's Economic Stabilization program.

Billboard's Sept. 22 issue stated that CBS had received government sanction for an increase in prices of records. This information was received from a CBS source. In fact, CBS had not been given official government approval but had simply notified a number of its customers of the pending increases.

R & H Archives Gel Writer Interviews

Continued from page 6
Richard Rogers, Harold Arlen, Julie Styne, Dorothy Fields, Sammy Cahn, Irving Caesar, Lee Adams and Mrs. Oscar Hammerstein, among others.

Whatever happened to Barry McGuire?

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Famous, Tara Distrib Tie

NEW YORK—Famous Music Corp. and Tara Records, a newly-formed European label, have signed an agreement whereby Famous will distribute Tara product in the U.S. An offshoot of Tara International, the new label will be primarily reissues of singles from the catalog of European artists, including the group Mocedades, U.K. singer Janey Marlow, Austrian singer Ben Thomas, Canadian singer Joshua and Irish singer Larry Hogan. Negotiations for the pact were handled by Famous Music president Tony Martell and Tara International president Dick Bieder.

20th's Regan Signs First Foreign Deal

LOS ANGELES—Celebrating the first anniversary of the label with three gold singles and a gold album, Russ Regan, president, just signed a production deal with the Dick James Organization, England, to give 20th Century Records its first foreign product.

The label started a year ago with a close-to-the-vest approach. Regan felt that the best way to break down the barriers of the tight playlist on Top 40 radio was to release "cross over" records that would start either on soul radio and go Top 40 or in MOR radio and go Top 40. "Love Jones" by the Brighter Side of Darkness and "I'm Gonna Love You Just a Little More Baby" by Barry White were both soul records that later became pop hits. Regan also performed the same trick with "The Morning After" by Maureen McGovern, which started on MOR format radio stations. White's "I've Got So Much to Give" became a gold LP.

The label backs organization will produce Philip Goodhand hit for 20th Century under an agreement just concluded. It was the team of Regan and James that created Elton John a superstar in the U.S. (Regan was with MCA Records then.)

The label, which started out primarily as a soul label, currently has a bubblegum hit with the DeFranco Family and is getting deeper involved in MOR music with the signing of John Davidson, co-star on the television series "The Girl With Something Extra."

BLUE THUMB'S BAG PROMOTION

LOS ANGELES — Blue Thumb Records is giving half a million plastic record album bags to retailers nationwide as a promotional device.

The orange bags show the label's blue thumbprint being scanned by a magnifying glass and the slogan, "Investigate Blue Thumb." Rear of the bag lists every artist on the Blue Thumb roster.

Eloy Adding 3 Units on Long Island

NEW YORK—Elroy Enterprises, Inc., Oceanside, plans to open three new units in time for the Christmas season, bringing to 11 the total discounter and free-standing stores serviced by them, according to Roy Imber, president of the company. Elroy opened a record/tape department on Oct. 1 in the new Times Square Store in the Huntington Mall in Melville, N.Y.

The other two units will be operated under the name Record World, said Imber, and will be located in the Masters Shopping Plaza in Centereach, N.Y. and in the Sun-Vet Shopping Mall in Holbrook, N.Y. Both Record World stores will carry a complete line of audio equipment and all three locations will sell the company's full catalog of records and tapes.

DEEP PURPLE GOLD

NEW YORK—"Smoke on the Water," a single by Deep Purple, has earned a gold record certification from the RIAA. The group's records for Warner Bros. Records.

MCA Attempts LP Price Upgrading With Deluxe LP's

LOS ANGELES—MCA Records has launched a wave of double LP packages, both in new product and in older "twofers" as a means of elevating the price status of music. Rick Frio, vice president of marketing for MCA Records, said that most of the new product were double LPs because of the "nature of the product... the artists wrote the music that way."

This includes a heralded "Quadruphenia" by the Who that is being shipped with a 41-page book-

let. Like the group's enormous hit of "Tummy," this is a concept LP. It's the first LP in two years by the British group.

The Elton John album set "Yellow Brick Road" is already shipping gold and branch and dealer orders are our biggest initial orders to date," Frio said. "We've had reorders on top of orders before the LP could even be shipped."

Both of these LP sets are suggested retail prices of \$11.98, the other six double LP sets of the total of 13 al-

bums just released have \$9.98 suggested list prices. The only product to feature prices higher than \$11.98 in recent times was "Jesus Christ Superstar," a double LP set, that retailed for \$12.98.

Logic Explained

Reason for the higher prices? "Our competitors have had no problem with selling double LP sets at a suggested list of \$11.98. The recent Leon Russell set went to No. 1 at that price. An Elton John LP usually sells

a million units in both tape cartridges and albums."

Other double LP sets featured Blues Project, Sonny & Cher, and Bill Cosby.

Among two-fers, MCA just released 49 different sets and the product ranges from "The Bill Anderson Story" to "Louis Armstrong at the Crescendo" and "The Best of Peggy Lee." These are retailing for \$6.98 albums and \$7.98 tape cartridges. Most of these are "Best of" series or "Story" series.

Indie Mfrs. & Distrs. at '73 NAIRD Meet



GEORGE HOCUTT, National Association of Independent Record Distributors' president, Rare Records, Pasadena, Calif., second from the left, at pre-convention session, flanked by Mrs. Ellen Thomas, Tant Enterprises, Northville, Mich., recording secretary, left; and Charlie Mitchell and Jon Monday, Takoma Dist., Santa Monica, Calif. and Billy Thomas of Tant.



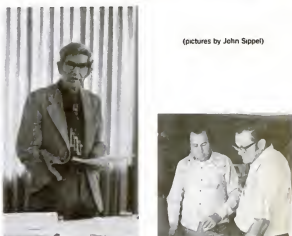
PERRY COOPER, Sam Goody, Inc., New York; Jon Monday, Takoma Dist., Santa Monica, Calif., left to right taking in the advantages of handling Retail Records with C.R. Freeman of the Mt. Ranier, Md., label.



MARVIN GOLDSTEIN, second from left, and Gerry Valburn, second from the right, both of Jazz Archives, explain their line to George Friji, left, and Kim Goldstein, right, of Karma Dist., Indianapolis.



EUGENE FINCH of Select-O-Rax, Minneapolis distributor, chats with Arnie Kaplan, Biograph Records president.



SIDNEY WAKEFIELD, president of Wakefield Mfg. Co., Phoenix, Ariz., addressed the convention on the impending scarcity of raw materials and its possible effects on the industry.

JACK KALL, left, Stinson Records, Granada Hills, Calif., takes Bob Koester, Delmark records president and Chicago vintage jazz and blues retailer, through his exhibit material.



LEE B. HAGGERTY, Folk Legacy Records, Sharon, Pa. left and Mike Couture of Philo Records, N. Ferrisburg, Vt., discuss the small label problems.

Changing Tastes Spur Stein Diversification

NEW YORK—Broadening audience tastes, the resurgence of theatrical stage shows and shifting venues for new acts have led Howard Stein, head of Howard Stein Enterprises, Inc., here, and a promoter whose activities in this and other major markets have focused on rock, to diversify his promotions for the coming year. Stein's move, which will find him promoting to classical audiences in suburban venues, as well as to his ongoing rock audiences in urban and suburban locations, stems from the promoter's conviction that growth in today's talent market is contingent on tapping diversified audience needs.

Highlighting Stein's upcoming schedule is the projected opening of the Westchester Premier Theater (Billboard, Oct. 6), which will embody Stein's new approach by offering a wide range of shows that cover rock, pop, MOR, classical and children's audiences.

While awaiting completion of that facility, slated to open next fall, Stein has structured his promotions for the '73-'74 concert season around both his former strong suit, rock promotions, and shows for an older audience such as his upcoming promotions of Josephine Baker in St. Louis (St. Louis Opera House, Oct. 28), Philadelphia (Academy of Music, Nov. 15), Atlanta (Civic Auditorium, Nov. 19) Washington (JFK Concert Hall, Nov. 20), and New York (Carnegie Hall, Nov. 29).

Stein will also promote Mike Theodorakis, appearing in Washington (JFK Concert Hall, Oct. 8) and Philadelphia (Academy of Music, Oct. 29) and expects to add "a lot of concerts we never would have looked at before."

That more wide-open approach to potential bookings parallels Stein's move toward the suburban market, which he first tackled while promoting rock shows at the Capitol Theater in Port Chester, N.Y. Stein has since directed most of his activities at urban venues, but his return to the suburbs signals his changing paradigm.

(Continued on page 18)

Two Fund-Raising Concerts Mark NAACP's 65th Year

NEW YORK—The NAACP celebrates its 65th anniversary this year with its first concert series, comprising two concerts to be held at Philharmonic Hall here. The series is expected to be an annual fund raising event.

The initial concert, set for Dec. 16, features Roberta Peters and George Shirley in an afternoon recital. Second show, set for March 31, 1974, will be an evening concert featuring

pianist Andre Watts and the Symphony of the New World conducted by Paul Freeman. Watts is donating his time and talent for the concert. Chairman of the benefit concert committee are Mrs. Ralph J. Bunche, Carlos Moseley, president of the New York Philharmonic and John F. Small, president of the nation's largest black owned advertising agency, John F. Small, Inc.

The series will benefit the NAACP's tax deductible community program nationally and in New York. Organization is being handled by the NAACP's Mid Manhattan branch, which supports and operates Project Rebound, a tax-deductible rehabilitation program.

Tickets are being sold in subscriptions for both concerts in the series, with roughly 500 of the hall's 2,800 seats reserved for sale at benefit prices of \$50, \$75 and \$100. Remaining sales will be at box office prices, from \$8 to \$20 for the series.

Benefit tickets are tax deductible except for the actual box office price. Tickets are available for the series from the Concert Series office at 150 58th St., New York, N.Y. Tickets at regular box office prices will also be sold through the Philharmonic Hall box office.

Both the relocation of the "Carousel of Progress" exhibit at Disneyland, presented jointly there by Walt Disney Productions and General Electric, will be moved to Florida's Walt Disney World this winter and make way for a new Disney musical exhibit at the Anaheim facility.

Replacing the GE exhibit in the "Carousel" theater will be "America's Past" which will trace 300 years in U.S. history through the performance of over 100 "Audio Animatronics" animals. Show will open late in 1974.

Both the relocation of the "Carousel of Progress" and the development of the new program are being directed by WED Enterprises, Disney owned planning and design firm of Glendale, Calif.

Talent Disney Gets Music Display

Sunset Sound Recorders, the Hollywood facility where engineering head Bill Robinson presides over a schedule of string pop sessions, is back in the forefront with news of the next Alice Cooper LP, "Muscles of Love," completed at Sunset recently. Alice has departed from his past pattern of heavy metal triumphs, produced by Bob Ezrin and usually recorded in New York's Record Plant, this time around, Jack Richardson produced, with engineering from Jack Howard (imported from New York) and assistance from Tom Harvey and Reed Stanley, Warners is the label.

Meanwhile, Rita Coolidge (Krisloffson) has been in, recording for A&M with David Anderle producing. Sunset's John Haeny engineered, with Ric Tarantino assisting. For Blue Thumb, producer Tommy Li Puma has brought in Arthur Adams, with Al Schmitt engineering and assisted by Kent Nebergall.

Also on Blue Thumb is the recording of the Hot Butter project finds an unlikely choice in the producer's slot: directing proceedings for the highly stylized Sylvester is one of the chief exponents of the laid back denim aesthetic, John David Souther, himself an Asylum artist. Haeny is engineering for the sessions, which are expected to run for a month or so.

As for Elektra Asylum, they sent Linda Ronstadt back into Sunset to mix a single from her new album, tracked there a few months back and now shipping. John Boylan produced the single (J. D. Souther) the same as above, produced the LP set and John Haeny engineered.

Finally, Tommy Li Puma has quite a few other Blue Thumb titles in the fire. He's producing LP's with Nick De Carlo and Paul Humphreys, with Al Schmitt engineering both projects and receiving support from Kent Nebergall.

As for Sunset's other activities, Robinson is gearing up for completion of Sunset's newest studio, due to open in late November. One of the larger rooms is being rebuilt and furnished, and a new console, reported to be quite a production in itself, will also be installed. Also underway is complete four-channel capability, in anticipation of the day when the waters are calm and the industry is at peace with itself and cracking out some healthy quadruple product.

Robinson also notes that Larry Levine, studio director and chief en-

gineer at A&M's L. A. studios, recently held a meeting for area engineers to discuss reactivation of the National Council of Recording Engineers, a move which this column had to support on shortly, as that process develops.

Yet another aspect of the business is studio modification. And, while artists and studios have traditionally had to hustle for new equipment and expanded capabilities, rooms something off the beaten path are likewise mounting extensive renovation and modification programs in an effort to pull clients from their big-city counterparts.

In Atlanta, GRCS's Sound Pit has just returned to service after a w. of remodeling. A budget of \$200k., was cited for the move, which focused on restructuring the main control room for Studio A to permit relocation of the 4412 track console, new positions for their four-track machines and additional monitoring by Westlake Audio.

Tom Hildley of Westlake Audio has redesigned the entire control room to maximize the acoustics, and Dolby M-16 noise reduction and new 3M machines were added as well.

Since the completion, arranger Paul Riser and a coterie of studio players from Detroit have arrived there to work with GRC artist Dorothy Norwood, whose r&b singles will feature players Eddie Willis, "Bongo" Eddie Brown, Ueli Jones, and others.

Also stopping by was ABC's Dave Crawford, while studio manager Tony DiMarzio has been excited by sessions for Canadian production company Much Productions, working on mixing dates for Copper Penny... Sonny Turner, lead singer with the Platters, was also in, working on tracks while playing at an area club.

Blossum Center In Full Blossom

NEW YORK—The Blossum Music Center in Cleveland has reported its highest summer attendance season in six years, with the crowds continuing this summer. In all, 58 events were held at the facility, with several top concert acts topping the figures.

Leading attendance figures were cited for Seals & Crofts, Foghat, Stephen Stills, the Carpenters, Sha Na Na and the Guess Who.

New on the Charts



ZZ TOP

ZZ Top's third London album, "Treasure Hunt," has been quickly making its way up the chart. It is now in the top thirties and continues to climb steadily, fueled by consistently good word-of-mouth from four appearances with established headliners.

The El Paso trio and their manager, El Ham, have become a solid regional attraction in their home state, much in the same man-

ner as Black Oak Arkansas and the Allman Brothers. Band first built their reputations in the Southeast. Like these other acts, ZZ Top plays good-time and unpretentious rock 'n' roll, a product which its audience will apparently search for far and wide.

Group consists of guitarist Bill Gibbons and bassist Dusty Hill, who carry the vocals, and drummer Frank Beard. Booking is by CMA.

NAT FREDLAND

Signings

Bill Wyman, Rolling Stones bass player, has signed a production deal with Greene Mountain Records. Chris Greene's label, first artist delivered is John Walker, formerly of the Walker Brothers... David Steinberg has signed as a comedy artist with Columbia Records... Metromedia Records has signed singer Mike Jason to the label. Jason's first single is "Blue Water," written by Mark James and produced by Al Gorgeni... Composer Rick Segall has been signed to an exclusive contract by the music division of Columbia Pictures Industries, Inc. The division will acquire a group of 30 songs that Segall has written over the last six years. He is the father of "Partridge Family" star Ricky Segal... English duo Bugatti and Maekler has been signed to Johnny Blotstock's RSO Records. First RSO single for the singing-writers is "Out of Town Shuffle." An LP follows.

Polydor has signed percussionist Candido to an exclusive recording contract. An LP is slated for fall release... Three new acts with debut singles out on release signed with

(Continued on page 16)

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Talent in Action

**NEIL YOUNG
GRAHAM NASH**
The Rosy, Los Angeles

Neil Young is probably today's king of the laid-back school of "my music is my art" writer-singers. But his voice and personal style are so distinctive, they become a force in themselves. Young's audience at the gala Rosy Theater night opening was predominantly in their mid-sevens, because these are the only music fans dedicated enough to wait all night on the street for the head show to open.

Switching between piano and guitar with the least effort, music, Nils Lofgren of Grin Young revealed a previously unheard side of his new song, "For the few families whom he performed, he was joined on guitar by Graham Nash, former partner in Crosby, Stills, Nash & Young, and a lifetime opening act who also was a standing ovation.

What made the evening most memorable was its sense of occasion, as the brand-new Rosy opened with the elite of the Western rock community inside and a starting crowd out front.

The Rosy stage was frantically with high-backed blue on the piano and walls, and boistered a fair police unit. After ordering the police unit, Young even felt comfortable enough to remove the shades and stand at the adoring crowd.

NAT FRIEDLAND

**ELTON JOHN
SUTHERLAND BROS. & QUIVER**

Madison Square Garden, New York
Elton John may not have brought five pints, legions of doors, eight look-alikes or Linda Linderoth high points of his A... appearance, to the Garden. But he did bring his high-octane band, one of his best material and apparently limited to a few minutes of music to provide a packed house with two full hours of often exhilarating contemporary music.

From the opening piano chords of "Elder-

berry Wine," John's charismatic impact on his audience was clearly on target: giving ample support to the superior talent he has achieved in recent years and nearly enhanced with three top singles in recent months. His program was offered both track successes and new material from his forthcoming MC Double album. Throughout, his band, the seasoned crew of Davey Johnstone, Nigel Olsson, and Dee Murray played a full-throttle, and, by the first encore, "Saturday Night's Alright For Fighting," the energy output had clearly reached the usual pattern of heavy rocks that beat their way into the subconscious of the entire band was on its feet, waving on the choruses and dancing in the aisles.

John's band was Island's young band, the Sutherland Brothers & Quiver. Actually the union between the Sutherlands, a rock, rock duo and a respected English band. Quiver, the unit shows considerable strength in a vocal sound that evokes the Everly and other pre-war rockers, and in snappy, ebullient songs that return to the melodic richness and structural economy of the mid-1960s at least in spirit. This is a rough-edged young band which clearly enjoys their music, and that feeling is transmitted to the audience.

SAM SUTHERLAND

**GILBERT O'SULLIVAN
MAUREN MC GOVERN**

Every Fiber Hall, New York
Gordon Lightfoot, a recent recipient of the Grammy Award for Best Folk Album, has New York concert dates as the newly named Every Fiber Hall. Lightfoot's music is a blend of folk and pop that he just may be next in line for the crown of this month's top superlative superstar. Throughout his set, he was accompanied by a band of young musicians, including a string of young women, who were greeted with squeals, aisle-rushing picture takers and fanfare cries of "We love you, Gilbert." He duly acknowledged his forty-two-year-old fans with a warm, friendly smile, easily remembered them a writer and performer who has been a major force in the folk scene.

The young man is essentially a writer and performer who has been a major force in the folk scene, easily remembered them a writer and performer who has been a major force in the folk scene.

(Continued from page 20)

Monterey Finae: Parker And Family Aught Nights

(Coverage of the Monterey Jazz Festival, begun in last week's Talent section is concluded below.)

The Modern Jazz Quartet played two of its tunes ("Now's the Time" and "Concentration") with their finely honed control and subtle assertiveness. And they also played some of their own tunes. Carmen McRae then offered her standard, excellent bag of pop ballads.

Dizzy Gillespie didn't play any of Parker's tunes with his own quintet, but he did with a special group of beboppers including Max Roach, John Lewis, Mil Jackson, Ray Brown, Sonny Stitt and Frank Rosolino.

Saturday evening was "Family Night" and that was an uneven affair. Trumpeting brothers Pete and Conte Candoli—a duo which hasn't

been together for some time—produced clean, crisp sounds in unison and individually. The emphasis was on relaxed, happy music.

The Heath Brothers, Percy on saxophone, played Jimmy Rowles and his 17-year-old daughter Stacy on trumpet, were the only father-daughter act and she was very impressive with a warm and mellow horn sound on "Moment to Moment."

Tenor sax man Stanley Turrentine and brother Tommy on trumpet, heated things up a bit only to have hand-thing Jackie and Roy Kral, codd things off with their sweet harmonies and scating. They were on much too long.

The Jones brothers, Elvin on drums and Thad on trumpet, played some straight ahead melodies, and then Thad took his place in front of the Jones band with co-founder Mel Lewis on drums.

Although they have lots of energy and power, the band lacks a distinctive signature sound. On the three modern tunes for Roy, Elvin and Roland Hanna exploded with a marvelously spirited piano with Elton Garner manners and plenty of two-handed melodies. The band's vocalists, Dee Dee Bradgley and a spirited singer with a powerful voice who holds her own against all the brass.

There was one bit of irony: just as Carmen McRae began to sing "Steve Wonder's 'You Are the Sunshine of My Life' Saturday, it began to rain. Then it stopped.

The Sunday matinee devoted to the top high school bands and soloists playing along with several pros. They were quite good.

ELIOT TIEGEL

Talent Creative Trends 'Midnight Special' Leaving Studio, Adding FM Stereo

By NAT FRIEDLAND

LOS ANGELES—"Midnight Special," entering its second season on the NBC television network, is expanding its format this fall. A crew of 20 and a videotaping truck were flown to England immediately after taping the current Tuesday night at NBC's Burbank facilities.

Three European shows are to be filmed in the next two weeks. The first segment will include at least 45 minutes of David Bowie performing. Ringo Starr is among the other big names appearing in the European location shootings.

Another new element for "Midnight Special" will be stereo simulcasting of the sound over NBC FM outlets by the end of the year. "In cities where NBC doesn't have FM stations, the simulcasts will be offered to other broadcasters," said But Sugarman, the series package.

"Midnight Special" has kept shooting new shows all summer, with no repeats shown. For its first anniversary segment in January, a complete show will be assembled entirely of tape clips of million-seeker records, performed on previous episodes.

Midnight Country Comes
Next year will probably also see a monthly special of "Midnight Special" Country Edition, probably on Saturdays at 11:30 p.m. starting time. "We don't feel there are enough country superstars to carry a weekly 90-minute show all summer, but we can do it on Saturdays," said Sugarman. "A country star stays on top for 20 years."

A pilot edition of all-country "Midnight Special" aired this summer actually had a 10 percent larger rating than the show usually gets, although Sugarman felt the regular 1-2-30 Friday time slot was too late for most country aficionados.

"We have 200 NBC-TV outlets covering 98 percent of the country," said Sugarman. "ABC-TV's syndicated all-country show, recorded at stations and Don Kirshner's syndicated show, are also on the air."

Signings

Continued from page 14

Original Sound Records, a Hollywood label, has signed L.A. Walker ("They Gave Us Rock 'n' Roll"), Zapella ("Viva La Raza") and Ron Holden ("Can You Talk?"). ... John Madara has signed with 20th Century Music to administer his publishing companies, Double Diamond and Young Ideas with a catalog of 83 Gamble-Huff songs. ... Jay Reem, Pease and Reem, has signed with MCA. ... Sammy White has signed with Canary-Field Bird, Earl Miles' Portland-based label. ... Pop singer Shannon has signed with Ebury. ... First release is expected this month.

2nd Gold 'Superstar'

LOS ANGELES—"The soundtrack of 'Jesus Christ Superstar' has been certified a million-dollar album by the Recording Industry Association of America, thus making the music a double winner since the original 2-LP set of the music sold several million copies.

cated "Rock Concert" so far has 105. We have consistently been first in our time slot and we just deliver the biggest audience of these shows."

More Location Shows
"Midnight's" regular producer-director, Stan Harris, will take the series to San Francisco in December to film two location shows with stars based there. "Since we've delivered consistent ratings, NBC is giving us the green light to get out of our live studio setting every couple of months," said Sugarman.

Sugarman first won success as a boy racer, a former car and motorcycle dealer in Beverly Hills. He produced TV specials on Jose Feliciano and Dionne Warwick before beginning "Midnight Special" to NBC.

As for the series impact on record sales, Sugarman gives the example of Jim Croce's "Big Bad Leroy Brown," which was dropping out of the charts and was at no. 7 when Croce performed it on "Midnight Special." The record promptly jumped up to no. 1 and Croce gave the show most credit for this comeback.

Incidentally, Croce was scheduled to host "Midnight Special" last month when the show he died in an airplane crash. Chuck Berry made his hosting debut on that segment, cancelling a Texas tour date to fly in on 48 hours notice.

Warner's Free Magazine Sets A High Standard

LOS ANGELES—After three years as a full-fledged weekly music magazine, the Warner Bros. "Circular" has been initiated by more than a dozen other labels, but not with the success or staying power brought to it by WB editorial director Pete Johnson.

As editorial director, Johnson is responsible for proofing all Warner wordage seen by the public. "In the company speller," he says, "liner notes are still rarely used, but now so many albums have lyric sheets and they all must be gone over carefully. We've involved with the advertising copy team."

In addition, Warner has pioneered a new variant of liner notes, known as 99s. These fact sheets are inserted inside the shrink wrappings on most promotional album mailings for new artists. Warner has been placing 99s in albums sold at stores too. Naturally, Johnson and his two assistant editors, Joel Besser and Alan Wickwice, are responsible for preparing these notes.

Ex Titles Critic

Johnson, the first rock critic of the "Los Angeles Times" before joining Warner, was and remains a dedicated music fan. He served in the Army with concert impresario Richard Nader and they used to get together to discuss and listen to oldies whenever duty didn't call. Some 13,000 free copies of "Circular" are mailed each week. "We could easily double the circulation if it was feasible to absorb all those mailing costs," says Johnson. "But it only makes sense to send 'Circular'

New Elektra Act Bows with \$200K Stage Spectacle

LOS ANGELES—Johriah, the last artist signed by Jac Holzman before departing as Elektra president, will be presented to the public in a unique theatrical spectacle. The Paris Opera House has been booked for four days starting Dec. 14 for a "Hair"-style presentation with Johriah performing his own music backed by a rock band, 12 dancing singers and \$200,000 worth of sets he designed himself. To follow will be a tour of Europe with the show.

According to his manager, Jerry Brandt who founded the Electric Circus in New York and Paradise Ballroom here, Europe is the ideal area to break an unknown artist in the theatrical glam-rock genre.

As Johriah Bloom, the 22-year-old Pennsylvania played leads in various "Hair" companies. His Elektra-Angel LP, "Johriah" is due this week. Aside from singing, writing, playing keyboards and producing the album, Johriah will dance and mime in his show as well as directing.

He painted the designs for all costumes and sets to be used in his stage extravaganza, which are being constructed by Design Associates of New Jersey.

One of the scenic effects in preparation is Johriah's first entrance as a floating down cloud from a box. The box, which is 36-feet high, will be lowered from a Kama Sutra altar and then the Empire State Building, where Johriah is to re-nate the death scene of "King Kong."

to our key users and opinion makers."

However, when any serious record collectors take the trouble to write a request to Warner, they are put on the Circular mailing list.

The magazine's finished type is brought by Johnson to Rod Dyer's Laurel Canyon design studio each Thursday afternoon, where the two lay it out on drawing boards. "Circular" is printed that night and in the mail Friday morning.

"We do get complaints about mail delays from readers who get the magazine late to enter contests. DeMent's weekly pop trivia contest," says Johnson.

Sophisticated Selling

Of course, at bottom line the magazine is an elaborate but effective tool for informing the far-flung WEA sales force and general music community about the stronger performing Warner acts currently, and helping maintain the shine on WB's unusually hip corporate reputation.

But "Circular" generally manages to command the most interesting music coverage currently, even if they don't involve Warner. And it regularly uses freelance work by respected music journalists such as Todd Everett and Leonard Barmore.

"What we really like is to give the first decent-paying assignments to a new rock journalist who has been giving away his work to the underground," says Johnson.

More Talent
See Page 20

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Campus News

What's Happening

By SAM SUTHERLAND

Service Station: At Western Michigan U., Kalamazoo, WMUK-FM's progressive programming affiliate, known to us as "Crackcase," now has friends at the college program director, Professor Beth Rosegaard, has gone on to work with Gunther Haus. Atlantic Records in New York... At WSU-FM, U. of Wisconsin-Superior, new staff includes coproducer Jim Brown, program director Ray Oakes and music director Paul Sawnoski, who'll share his duties with Brown... In beautiful Lake Forest, Ill., the AM carrier operation at Lake Forest College, once known as WLFC, has changed status and letters. It's now WXXM-FM, and main man George Tyler and Peter Peterson will be around till graduation. The music director's slot for this year hasn't been filled yet, so contact either of the above...

Hopefully, some astute campus folk caught news of the upcoming California Campus Radio Co-operative met set for Oct. 27-28 at California Polytech in San Luis Obispo. That story surfaced mysteriously in B's radio programming news last week, but while our agents are tracking down that relocation, please note that the projected meeting, the second built around the radio co-op theme, will try to consolidate the move for a state wide association of both college and high school radio stations.

More information is available from Steve Tincer and the folks at KSDT-AM, FM, U. of California, San Diego, P.O. Box 109, La Jolla, Calif. 92037.

ZBS Media, Inc., the programming production firm that last year offered an extensive radio serial to college broadcasters ("The Fourth Tower of Inverness"), is at it again. This year's event will be "Moon Over Morocco," a stereo serial that again utilizes a variety of aural possibilities to explore magic and mayhem in the Old World.

This year, however, ZBS is having its share of problems securing funding for the series. And, before they can finalize possible sponsorship, they need more accurate audience figures. So, the series this year will cost stations some bread, and ZBS could use whatever listenership surveys and demographics on college radio in general they can find.

As CBS Mike Roach notes in "We're on the Air," college radio has a lot of listeners, but we've got to be able to prove it before we'll get any significant response from the big advertisers."

Jen Records, the import record distribution operation located in South Plainfield, N.J., has begun mailing its newsletter to interested stations and friends of the industry.

Among other imports titles available are all product in the Trojan catalog; for those who might suspect that this implies unsavory social possibilities, note that Trojan is a U.K. record label specializing in reggae.

More information and catalogs on available titles are available from Wal O'Brien at Jen.

PICKS AND PLAYS: WEST—California—CCIA (Cable FM), California Institute of the Arts, Valencia, Don Stowne reporting "Full Moon," (LP), Kris Kristofferson & Rita Coolidge, A&M; "Goals Head Soup," (LP), Rolling Stones, Rolling Stones, A&M; (LP), Art Garfunkel & Paul Simon, KSDT-FM, U. of California, San Diego, La Jolla, Linda Clark reporting "Deodato 2," (LP), Deodato, Citi; "Goats Head Soup," (LP), Rolling Stones, Rolling Stones, "Interventions," (LP), Steve Wonder, Tamla... KALX-FM, U. of California, Berkeley, Peltz & Stevenson reporting "Conchords and Morgan, Epic; "Love Has Got Me," (LP), Wendy Waldman, Warner Bros.; "A Dramatic Experience," (LP), Dramatics, Volx... KZSU-FM, Stanford U., Stanford, Paul Wells reporting "Valley Hi," (LP), Ian Matthews, Elektra; "Crazy Eyes," (LP), Poco, Epic; "3 + 3," (LP), Ikey Brothers T-Neck... KCSN-FM, California State University, Northridge, Don Schwartz & Sullivan reporting "Amazing Love," Charley Pride, "My Love Is Deep, My Love Is Wide," Pat Daisy, RCA; "Sawmill," (LP), Mel Tillis, MGM... KPCC-FM, Pasadena City College, Leonard Leon reporting "Wonderful World, Beautiful People," (LP), Jimmy Cliff, A&M; "Don't Say I'm Not," (LP), Stanley Turrentine, Duke Schwartz & Sullivan reporting "Ammo Love," KCHO-FM, Chico State College, (LP), "Child of Nature," (LP), Jack Traynor & Steelwind, Gramp; "Rainbow Concert," (LP), Eric Clapton, RSQ; "Countdown to Ecstasy," (LP), Steely Dan, ABC/Dunhill... Oregon—KLCC-FM, Lane Community College, Eugene, Dave Chance reporting "Deliver The Word," (LP), Nebraska-KRNU-FM, U. of Nebraska, Lincoln, Jay Hansen reporting "I Got a Name," Jim Croce, ABC/Dunhill; "Nubush City Limits," Ike & Tina Turner, Atlantic; "Hurts So Good," Milliie Jackson, Spring.

As personnel changes and other news force some limitations for Picks & Plays during the first weeks of the Fall, listings will rotate geographically. If you did not appear in this week's listings, watch this column for your area to appear.

CEC Slated For Ontario

NEW YORK—The sixth annual Canadian Entertainment Conference will be held at the University of Kitchener, Ont., Nov. 9-13. College and university talent buyers will meet this year with representatives of the non-theatrical film industry and with groups, studios and record company personnel and booking agencies as in the past.

An expanded range of topics, highlighted by the presence of theater, has been set, and display

space available to participants is increased since last year's meeting. Evening sessions will be added to offer an average of eight acts during each evening's slot. The conference is again being supported by a grant from the Federation of Students of the University of Western Ontario.

Additional information on the conference is available from the CEC offices at 194 Weber St. East, Kitchener, Ont.

(All entries for Campus Dates should be submitted to Sam Sutherland, Billboard, 1 Astor Plaza, New York, N.Y. 10036)

Campus Dates

JULIAN CANNONBALL ADDERLEY (Fantasy) Univ. of Maine, Orono, Maine, Oct. 5

ALBERTA (Columbia) John Carroll Univ., Cleveland, Ohio, Oct. 12; Ohio State Univ., (19)

LITHEER ALBION (Motown) Univ. of Notre Dame, South Bend, Ind. Oct. 13; Sangamon State College, Springfield, Ill., Oct. 19

ARTHUR, HURLEY & GOTTLE (Columbia) Western Ill. Univ., Macomb, Ill., Oct. 19

BACHMAN-TURNER OVERDRIVE (Mercury) West Georgia College, Carrollton, Ga., Oct. 18; Univ. of Seattle, Seattle, Wash. (21)

BARFAYS (B&W) Virginia Univ. Univ., Richmond, Va., Oct. 20

BIRTH (ABC) Univ. N. Colorado, Colo., Oct. 21; Univ. of New Mexico, Albuquerque, N.M., Oct. 20

BLACK AND ARKANSAS (Alto) Chatham College, Mahtersburg, N.C., Oct. 8; St. Joseph Regional High School, Monroeville, N.J. (12)

BLOOD, SWEAT & TEARS (Columbia) Bloomington State College, Bloomington, Pa., Oct. 12; Concordia Teachers College, River Forest, Ill. (13); Adams State College, Alamosa, Colo. (15); Southern Colo. State College, Pueblo, Colo., Oct. 15; State Univ. of N.Y., Binghamton, N.Y. (16)

S.D. (17); Blacklist State, Blacklist, N.D. (18); Morris College, Sioux Falls, S.D. (19); Drake Univ., Des Moines, Iowa (20); Washburn College, Topeka, Kansas (21); Coe College, Cedar Rapids, Iowa (22); San Antonio State Univ., San Antonio, Texas (26)

BLUE OYSTER CULT (Columbia) North Carolina State College, Bethlehem, Pa., Oct. 27

DAVE BROBERG (Columbia) Atlanta Univ., Decatur, Ga., Oct. 26

DAVID BRUBICK (Atlantic) Tulane Univ., New Orleans, La., Oct. 26

ADRIAN (Word/Mirch) Purdue Univ. W. Lafayette, Ind., Oct. 20

SHERBY BRYAN (MGM) Beltsville College, Beltsville, Md., Oct. 26

CARPENTERS (A&M) Ricka College, Reubing, Idaho, Oct. 11; Brigham Young Univ., Provo, Utah, Nov. 19; Mich. Univ., Kalamazoo, Mich. (25); Ball State Univ., Muncie, Ind. (26)

ROCKY (Columbia) Univ. of Ind., Terre Haute, Ind., Oct. 25

CARTER FAMILY (Columbia) Univ. of Montana, Missoula, Oct. 12; Montana State Univ., Bozeman (13)

JOHNNY CASH (Columbia) Univ. of Montana, Missoula, Oct. 12; Montana State Univ., Bozeman (13)

HARRY CHAPIN (Elektra) St. State Univ., Durham, N.C., Oct. 20; Virginia Commonwealth Univ., Richmond (21)

CHICKA (Columbia) Univ. of Montana, Missoula, Oct. 12; N.M. State Univ., Las Cruces, N.M. (12); Univ. of New Mexico, Albuquerque (13); Eastern Mich. Univ., Ypsilanti (26)

CONCERNED GROUP (Paramount) Duke Univ., Durham, N.C., Oct. 20; Virginia Commonwealth Univ., Richmond (21)

CHICKA (Columbia) Univ. of Montana, Missoula, Oct. 12; N.M. State Univ., Las Cruces, N.M. (12); Univ. of New Mexico, Albuquerque (13); Eastern Mich. Univ., Ypsilanti (26)

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LESTER FLATT (RCA) College, Kutztown, Pa., Oct. 7; Juniata College, Lewisburg, Pa. (13)

FLYING DUTCHMAN (Capitol) Weish & Lee Univ., Lexington, Va., Oct. 7; George Mason College, Washington, D.C. (26)

DAVID (Columbia) University of Idaho, Boise, Idaho, Oct. 18

ROBY GARDNER (Polygram) Univ. of California, Santa Barbara, Oct. 13

STEVE GOODMAN (Buddah) Morehead State College, Middlesboro, Oct. 12; Univ. of Champagne (13); Egan College, N.J. (26)

GUSSIE WOO (RCA) Univ. of N. Colorado, Garter Hill, Greeley, Oct. 12

GUNNELL ROAD (Buddah) Owens College, N.Y., Oct. 13

GYPSY (RCA) College, Winona, Minn., Oct. 1

JOHN HARTFORD (Warner Bros.) Calif. State, Sacramento, Oct. 7; Thiel College, Greenville, Pa. (13); Wilkes College, Wilkes-Barre, Pa. (14); Calif. State Univ., California, Pa. (18)

WOOBY HERMAN (Fantasy) St. Mary's Univ., San Francisco, Calif. (18)

DR. HOOK & THE MEDICINE SHOW (Columbia) Mo. Southern College, Cape Girardeau, Oct. 11; Calif. State College, Pomona (12); State College of the Pacific, Pac. (13); Tech. Coll., Knoxville, Tenn. (14)

JOHN LEE HOOKER (ABC) Florida State College, Denton, Oct. 24

THE JACOBS (Atlantic) Univ. of Tennessee, Knoxville, Oct. 13; Central State Univ., Wilberforce, Ohio (19); State Univ., New York (20)

ELTON JOHN (MCA) Univ. of Ind., Bloomington, Oct. 7; Middle Tenn. State Univ., Murfreesboro, Tenn. (12); Univ. of Tenn., Knoxville (13); Univ. of Georgia, Athens (19); Univ. of Fla., Gainesville (21)

EDDIE KENDRICKS (Motown) Morgan State College Field House, Baltimore, Md., Oct. 26

MERLE KILGORE (Steready) Beltsville College Auditorium, Louisville, Ky., Oct. 26

B.B. KING (ABC/Dunhill) American River College, Sacramento, Calif., Oct. 11; Washington College, Pitsawaway, N.J. (21)

FREDDIE KING (Capitol) Hofstra Univ., Hempstead, N.Y., Oct. 12

LETTERMAN (Capitol) George Southwestern College, Amarillo, Oct. 8

BARBARA LEE (Columbia) Univ. of Tennessee, Knoxville, Oct. 13; Fisk Univ., Nashville (10); Calif. State College, Pomona (12); High School, Springfield, Ill. (14); Univ. of Denver, Colo. (22); Univ. of Akron, Ohio (23)

LOU LIEBERMAN (Capitol) San Diego State College, Calif., Oct. 12-13

LIGHTHOUSE (Polygram) George Mason College, Arlington, Va., Oct. 16; Washington & Lee Univ., Lexington, Va. (7)

LOUIS & MESSINA (Columbia) Bradley Univ., Peoria, Ill., Oct. 18; Univ. of Ill., Urbana (18); Western Ill. Univ., Macomb (25); Florida State Univ., Tallahassee (26)

MANHATTAN (Columbia) Owens College, N.Y., Oct. 12; Univ. of N.Y., Westchester, N.Y. (11); Univ. of N.Y., Westchester, N.Y. (11)

MARK ALMOND (Columbia) Windsor College, Chester, Pa., Oct. 14

DAVE BASON (Blue Torch) Univ. of N.Y., Oswego, Oct. 7; Chase Western Reserve Univ., Cleveland (13); Catholic Univ., Washington (14); Univ. of Pennsylvania (20); State Univ. of N.Y., Delhi (26)

JOHN MAYALL (Polygram) Convention Hall, Univ. of Toronto, Toronto, Ont. (19); Freshair College, London, Ont. (19); Albany State College, N.Y. (19); Monterey College, Monterey, Calif. (20)

ROGER MCGUINN GROUP (Columbia) Univ. of Toledo, Ohio, Oct. 7; Dartmouth College, Hanover, N.H. (13); Princeton Univ., N.J. (20)

ELLEN McILWANE (Polygram) Univ. of Minn., Minneapolis (23)

MOTT THE HOOPLE (Columbia) John Carroll Univ., Cleveland, Oct. 13; Ohio State Univ., Columbus (14)

MARTIN MALI (Capricorn) De Page Univ., Glen Ellyn, Ill., Oct. 20

ANNE MURRAY (Capitol) Adrien College, Mich., Oct. 13

RICHARD NADER'S ROCK & ROLL REVOLUTION: Bowling Green Univ., Ky., Oct. 26

NAVAL (A&M) Univ. of Maryland, Baltimore, Oct. 7; Madison College, Harrisburg, Va. (13)

PEPPER (Columbia) Lockhaven State College, Pa. (19)

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Latin Music

Tico Alegre All-Stars in 2 Concerts

NEW YORK — Tico Alegre Records, a division of Roulette Records, will present the Tico Alegre All-Stars in two concerts at Carnegie Hall, New York, May 24, 1974, according to Joe Cain, general manager of Tico Alegre.

Cain said that "the concerts are designed to signal the rebirth of the Alegre All-Stars as well as to point out the strength of current Tico artists, and to create additional market exposure for all label acts. He said that plans call for the recording of a live-in-concert album of the concert and the creation of a major marketing and promotional campaign to back the product.

Scheduled to appear for the two performances are Tico Puente and his orchestra, Ismael Rivera y sus Cachimbos, the Joe Cuba Sextet, La Lupe, Charlie Palmieri and his orchestra, with Ytina Aviles, Vincenzo Valdes, Hector Rivera and his orchestra, with Julian Llanos, Yayo El Indio, and Javier Vazquez.

Cain stated that the concerts would be promoted with a number of radio spots on local Latin stations, as well as consumer and trade advertising. He said that the label will also be working "very closely" with its local distributor Skyline Distributors in promoting the event and tying it in with local retailers.

Changing Tastes

• Continued from page 14

eters in his intended goal of eventually offering such fare as "Tote Fields one night and Albie Cooper the next."

Rock Theater

At the same time, his rock promotions will be more elaborately produced than in the past, due, Stein notes, to an increasing demand of professionalism and theatricality from rock and pop acts.

Indicative of that approach is a projected week-long run at the LaSalle Theater, a Broadway venue, for Sha-Na-Na, which would balance that act's '50's greater image against a different '50's theme, that of a popular Broadway show of the times.

Stein is also promoting a Halloween party and costume ball at the Waldorf-Astoria's grand ballroom, with the New York City Dolls to perform. That Oct. 31 date marks the first intrusion of a rock audience into that hall, and will be followed by yet another theatrical presentation on Nov. 7, when Stein presents Martin Mull at Avery Fisher Hall in Lincoln Center. The Mull show will expand on that artist's stage set by offering art deco furniture, a full band, dancing chorines and other Busby Berkeley touches.

Stein still feels rock is "the most viable medium for the concert promoter," but he notes that the music itself and its avenues of exposure are changing. Many vehicles for breaking new acts, notably smaller halls and rock clubs, are choked with established talent, and Stein points toward the "gay" club circuit here as a significant new testing ground for talent, particularly in terms of more theatrical acts.

Stein's schedule will be rounded out by some 34 other dates in markets such as Chicago, Miami, Washington, Boston, West Palm Beach, Minneapolis and Atlanta.

Latin Scene

NEW YORK

A number of Caytronics Records artists are currently involved in a roaming "caravan theater" showcase, according to Rinel Sousa, a label executive. Sousa said that the caravan is touring throughout Illinois and includes acts such as Jose Jose, Expela Nunez, Felipe Arriaga, Balmor Azteca, Los Dones, Miguel Acenes Mejia, and Las Tiquillas. The bulk of their performances will be in the Chicago area. . . . Jerry Masucci, Fania Records president, said that the Fania All-Star album and film will be released Jan. 1. . . . Joe Cain, general manager of Tico Alegre Records, tells us that Charlie Palmieri's recovery from a motorcycle accident is coming along fine. While Palmieri still cannot play the piano because of a broken collarbone, he is playing the portable organ on dates.

Orchestra Power will be leaving Puerto Rico soon in order to play a number of dates here. . . . Rick Kaplow, executive director of the New York chapter of NARAS, said that while artists such as Larry Harlow and Johnny Pacheco have joined the association there are not enough Latin artist members to create a voting committee for Latin product in the Grammy award nominations. He said that the chapter will continue to try and recruit producers, engineers, artists, and executives from the Latin music industry. . . . Norman Ponce will be featured on the Goya Television Show, scheduled to be aired in Miami, Los Angeles, Chicago, Philadelphia and New York. . . . Roberto Torres comes to town shortly for a number of local dances. He will be playing Hartford, Conn. and Union City, N.J., as well as New York. . . . Helene, an Argentinian singer, is preparing to embark on a promotional tour of Los Angeles, Chicago and Miami. . . . Latin N.Y., a consumer oriented Latin rock magazine is on the market. Latin emcee and graphics designer Tzy Sabatella heads the operation.

MIAMI

Kubaney Records artists Johnny Ventura and the Miami Brav played a dance at the Dinner Key Auditorium here Sept. 29. . . . Norman Ponce is in town for a promotion tour. He records for Caytronics Records. . . . Orchestra Suprema, recording on Sound Triangle Records, is currently playing the La FEVER Club here in North Miami

Beach. Shows are scheduled for the group Thursday through Sunday nights.

Luigi, dance studio operator and dance club owner, may be moving from Miami Beach. So far, two of his former clients have opened their own dance clubs—one featuring Luis Varona's music and the other, located at the Casablanca Hotel, featuring the Vincent Lopez band. . . . Paul, formerly of the La Playa Sextet, is currently playing the Sands Hotel with his newly formed group. . . . Dino Ramos, on his way to his new home in Mexico, stopped here long enough to hear Sergio Pillo's new single of his "Aqui" on Sound Triangle Records. Ramos also picked up a copy from a local distributor. . . . Tipton Novato's new TR Records release is gaining attention here. . . . Ultra Records' Jose Penalt recently was in New York for a sales and promotion campaign. . . . Rafi Levit's latest LP "Ibiza Soy" has been released by Borinque Records.

Producers Stage Meet

NEW YORK—The VIII Congress of the Federation of Latin American Record Producers (FLAP) was held in San Salvador, El Salvador Sept. 30 through Oct. 3.

Sponsored by the Asociacion Centroamericana de Productores Fonograficos (APROFONO), the meetings scheduled included discussions on such topics as: the consequences of tape piracy on artists, composers and producers; the growth of video-tape; the cultural impact of records and tapes; and the legal restrictions placed on foreign product through both trade laws and local content regulations.

Fania Operation Set in Panama

NEW YORK—Fania Records has opened a distribution and sales operation in Panama, according to Jerry Masucci, Fania president.

The new firm, Fania de Panama, will handle all Fania product, as well as product from Fania's subsidiary labels International, Cotique and Yaya. Hugo Radino will head the operation for the label.



VELVET RECORDS artist Danny Rivera, second from left, was recently the guest of honor at a label reception at the Chateau Madrid in New York. Joining together for the occasion are, from left to right, Roberto Page, president of Velvet, Rivera, Jim Melanson, Billboard Latin editor, and Fernando Igles, president of Igles Records. Rivera is currently in the studio preparing an upcoming LP.

Billboard SPECIAL SURVEY for Week Ending 10/13/73

Billboard Hot Latin LPs

Rank	Title-Artist, Label & Member (Distributing Label)	Rank	Title-Artist, Label & Member (Distributing Label)
1	JULIO IGLESIAS "No Reclamo, Album 10"	6	LOS DIABLOS "Que Vengan Compas," Warner 5030
2	SUPER TRIO "73, Martinis 261"	7	SOPHY "Sonos Tingo Por Ti," Velvet 1464
3	ORCH. LA SELECCION "Buenos Aires," Bormane 1245	8	ISMAEL MIRANDA "As De Camper Up Set," Fania 00437
4	WILLIE COLON "Lo Mito," Fania 2100444	9	VICTOR TURBE "Verencia," Mame 1043
5	LOS GALOS "Buenos Aires," Fania 1110	10	YOLANDA DEL RIO "La Hija De Madre," Arzoo 3302

IN NEW YORK

1	ISMAEL MIRANDA "As De Camper Up Set," Fania 00437	6	NORMAN PONCE Norman Ponce, CTS 1372
2	ORCH. LA SELECCION "Buenos Aires," Bormane 1245	7	ISMAEL RIVERA "Yena Por La Maquina," Tico 3311
3	PELLIN RODRIGUEZ "Mi Amor Por Ti," Bormane 1244	8	DANNY RIVERA "Sonos Tingo Por Ti," Velvet 1467
4	WILLIE COLON "Lo Mito," Fania 2100444	9	SOPHY "Sonos Tingo Por Ti," Velvet 1464
5	CAMILLO SESTO "Mama," A&O, Panto 1056	10	EDDIE PALMIERI "Camilo Sesto," Mame 103

IN MIAMI

1	CONJUNTO UNIVERSAL "Que Se Sepa," Velvet 1466	6	TIPO NIVEL "Se Gira La Tapa," TR
2	JULIO IGLESIAS "No Reclamo, Album 10"	7	LISETTE "Juntos," Bormane 1472
3	ROBERTO LEDESMA "El Romanticismo De Siempre," MU 5611	8	TRIPAZ "Mama," Tico 1031
4	ANGELICA MARIA "Angelica Maria," Corine 5118	9	WILLIE COLON "Lo Mito," Fania 405
5	HILDA MURILLO "Frida," Bormane 1006	10	LOS ANTONES "Don't Come Here," Tomy 502

IN TEXAS

1	VINCENTE FERNANDEZ "Los Mito," Corine 1359	6	ALFONSO RAMOS "Lo Mito," Corine 1359
2	LATIN BREED "Return of Latin Breed," GC 106	7	RAMON AYALA "Corineo Nuevamente," TexMex 7015
3	FREDIE MARTINEZ "Fiesta De Amor," Frenchie 1059	8	LITTLE JOE LA-MILIA "Para La Gota," Tico Santa 1038
4	SUNNY & THE SUNLUNERS "El Prohibido," Keyloc 3018	9	RAMON AYALA "Los Prohibidos," Tomy 502
5	VINCENTE FERNANDEZ "Volver Volver," Corine 1333	10	ANTONIO AGUIAR "Sonido De Cadiz," Mame 1563

IN LOS ANGELES

1	LOS FREDOS "Que Se Sepa," Frenchie 1059	6	VICKY CARR "La Española," GDL KC 31470
2	IMELDA MILLER "Corineo Nuevamente," Arzoo DLI-3224	7	VINCENTE FERNANDEZ "Toda Una Española," CTS 1379
3	VINCENTE FERNANDEZ "La Mito," CTS 1359	8	INDIO "Sin Tu Amor," Miami 6069
4	LOS BABYS "Amor Trasciende," Frenchie 1059	9	VICTOR TURBE "Verencia," Mame 1043
5	JUAN TORRES "Lo Mito," MU 5610	10	LOS DIABLOS "Que Vengan Compas," Warner 5030

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PERET

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When Answering Please . . . Say You Saw It in Billboard

Radio-Programming

Billboard's Country Music Charts Bulwark 3-Hour Syndicated Watermark/Bowman Radio Series

LOS ANGELES—Watermark Inc. unveiled the first "American Country Countdown," a three-hour weekly countdown of the top-selling country music singles as based on the Billboard chart, for the weekend of Oct. 6-7, according to Watermark president Tom Rounds.

The syndicated show is hosted by Don Bowman, a recording artist in his own right noted for his humor.

The show hit the air on at least 50 radio stations, Rounds said. The show is easily different from the start of Watermark's "American Top 40," a three-hour weekly syndicated show that got its start on July 4, 1970, on just seven radio stations. Today, this show is one of the most popular syndicated radio shows in the world. It, too, is based on Billboard chart information, supplied by phone in advance to Watermark, who then records the shows and rushes them out to subscribing radio stations. Casey Kasem is host of "American Top 40," which is produced by Don Bustany.

Watermark will produce a special two-part year-end countdown of the top 100 country records of the year for subscribing stations who take "American Country Countdown." The show will be sent to all stations to broadcast the week's nearest Christmas and New Year's Eve.

Country's Future Elicits KFEQ-AM's Forma-Turn

ST. JOSEPH, Mo.—KFEQ-AM, a \$500,000 24-hour station managed here by Dick Kruse, has switched to a country music format. Program director is Ed Riley, who'd been at WONE-AM in Dayton, Ohio. The station's signal goes into such cities as Omaha, Des Moines, Topeka, and Kansas City.

Part of the reason for the format change, which had been basically an MOR station, was that Kruse and his staff are aware of the interest and future in modern country music," Kruse said. "We feel this change in our 50th year of broadcasting will attract more listeners locally and nationally."

The station is billing itself as "Country Sunshine." Doing the morning show is Riley. Bill Foster, a veteran in the market for 15 years, does 10 a.m.-1 p.m. and Register in the all-night slot. Country music artists are invited to

call Don Register on his show and talk over the air. The number is 816-233-8881.

Management also indicated that another probably cut down on expected support and attendance. The hotel set 80 tables, many of which were empty throughout a program that dragged at times as individuals and company representatives made testimonial presentations to Jones on his 25 years in the radio business.

Full accountability of the money will be made, said Spahn. "Anyone who has run one of these knows the records that have to be kept. Our books are open." He credited Kay Jones, Lucy Lee and Hazel Irving as the top three top staffers in putting the program together.

WVON-AM's involvement in community activities was mentioned throughout. A letter signed by Bernadine C. Washington, WVON-AM vice president, was passed out telling of a plan to send 4000 children to the circus Oct. 4 and to donate funds

Century 21 to Peddle Starr Year-End Show

DALLAS—Century 21 Productions here has acquired distribution rights to the annual "Opus '73" eight-hour countdown show produced by veteran radio man Dick Starr. The year-end countdown show has been carried by more than 100 radio stations in previous years, including such top 50 station as WKCA-AM in Washington, KLFJ-AM in Dallas, WKEM-AM in Buffalo, CKFS-AM in Toronto, and 3AK radio station in Melbourne, Australia.

Mike Ealer, general manager of Century 21, said he plans to build up the station roster for the show this year. The show is usually aired about New Year's Eve.

The show was written by Roy Nilsson. Sherry Smith was music director. Steed Richards was technical director. Custom jingles are being done at Century 21's own recording studio, Miami, headed by Dick Starr, is completing programs, contests, graphics, and station sales material for the show. Keyser, a radio station, Los Angeles, will master and duplicate the show, which is available on an exclusive market basis.



GATHERING BACKSTAGE to welcome Donald Byrd, Blue Note Records recording artist, to the Main Point, Philadelphia, is a bevy of radio personalities. From left: Hill Johnson of WHAT-AM, Byrd, Tony McBride of WDAS-FM, Tony Brown of WDAS-FM, Jonathan Taft of WMMR-FM and Larry Cohen, east coast promotion director for United Artists Records, which distributes Blue Note.

Atlanta Bistro Launches Free 'Live' Concert Tape Service

ATLANTA—Richards', a leading rock music club here, has launched a free concert tapes service to radio stations.

Michael Bone, director of promotion for the club, said that already 15 radio stations have signed up to

broadcast the tapes of original concerts held at Richards'. The live shows are anywhere from 45 minutes to an hour long and include such artists as King Crimson, Terry Reid, Manfred Mann, Tower of Power, Bachmann-Turner Overdrive, the New Cactus, Freddie King, El Rocho, Spirit, Warm, Robin Trower, Rory Gallagher and Sopotnik Canada.

Richards' normally books acts Monday-Saturday, changing the acts weekly. The acts are taped by Sam's Tape Truck Service, Atlanta. Bone distributes the tapes free on a rotating basis. Record companies have been paying for line charges, the recording, and dubbing fees.

So far, the shows called "Live From Richards'" have been featured on such stations as WRAS-FM in Atlanta, which takes a live feed, WVYS-FM, Valdosta State College, Valdosta, Ga.; and WKOL-AM, Knoxville, WKDA-FM, Nashville, WJLN-FM, Birmingham, WHYY-AM in Montgomery, Ala., and WQDR-FM in Raleigh, N.C., among others. Bone claims that the broadcasts have helped sales of such artists as Mann "and most stations report good initial response."

CKVN-AM Returns to Former CFUN-AM Name

VANCOUVER, Canada—CKVN-AM has changed its call letters back to CFUN-AM, the same call letters it held 1955-1968. The station originally went on the air in 1922 as CFQO-AM, then became CKMO-AM in 1928 and CFUN in 1955. Format will still be directed toward an adult contemporary sound under program director Chuck McCoy. Staff includes Fred Lumsden, program manager, and M. Ronald Carabine is general manager.

Capitol CATV Promo Experiment

SAN FRANCISCO—Capitol Records is experimenting with sponsorship of a weekly TV music show on Viacom's CATV system here. Television Signal Corp. carries the syndicated three-and-a-half-hour "Music Connection" music programming on Saturday afternoons. Capitol is sharing its spot announcements equally with Record Factory, a local record chain.

New Premium LP for Radio

LOS ANGELES—Custom Fidelity's special products division here has launched a new double-LP package of oldies strictly as a radio promotional tool. The "24 Great Hits" includes untold tunes by such artists as Rod Stewart, Stephenwolf, and the Five Man Electrical Band. David Perkus, president of the company, which specializes in short-order pressing of albums, said that already such radio stations as KSDQ-FM in Los Angeles and KJZZ-FM in Salt Lake City had signed up to use the LP. Each station gets their own customized jacket.

Custom Fidelity is now preparing

(Continued on page 22)

TM Productions Launching Stereo Commercial Packet

DALLAS—TM Productions has launched "The Producer," a total commercial production service for radio-TV stations, said Jim Long, chief operating officer of the giant broadcast services firm.

The initial shipment is 32 records. Four more records are supplied on a bi-monthly basis. Stations receive 10 complete campaigns, including copy, layout for art, and camera-ready art. The initial package of records includes eight records of commercial production music, six of

production music, five of sound effects, two of holiday, seasonal, and special event material, and a record of power taps. It comes in stereo and is sold exclusively on station per market. Long said. In advance, the package has been sold to more than 50 stations, including KEEL-AM in Shreveport, La., WJZZ-AM in Syracuse, N.Y., CHML-AM in Hamilton, Ont., Canada, and WAVE-AM in Louisville, Ky.

TM, a major jingles manufacturer, is involved in music programming services.

to President Hospital on the South Side, Garfield Park and Beanyhills, Chicago, on the South Side, the Sickle Cell Anemia Foundation, Urban Gateways and the WVON-AM scholarship fund.

High spots during the long evening presentation of the \$2,000 check from Jones to Al Benson, regarded as a pioneer black DJ, and a telephone message from Stevie Wonder, now recovering from a serious auto accident.

Rev. Jesse Jackson, president, Operation PUSH, who has spoken out strongly on industry subjects including payola investigations (Billboard, Sept. 15), said, "Any black person in communications is on the attack."

"No politician, no teacher, no preacher has the range of E. Rodney Jones," Rev. Jackson said, in pointing to the importance of radio. "If the only perpetuated me foolishness to our children and did not stand behind the Urban League's Southern Christian Leadership Conference and PUSH, our relationship would have to start at some place else."

"There's war going on around us and it's not a war of succession, but you will have his (Jones') job, there will be no more Motowns, no more Staxes, no Arethas."

Rev. Jackson's broadcasts were switched recently from WVON-AM to WGRF-AM in a move Rev. Jackson said came about because Black sponsors wanted the show on black-owned (part of Johnson Publications).

WVON, owned by Globetrotter Communications and represented at the time by Potter Palmer, was referred to by Russ Meeks, president, Search for Truth, Inc., who paid tribute to WVON-AM opening its mikes to his programs. "I don't have much to say for white people, but your station has given me a voice," Meeks said, adding, "Blackness is where your mind is and has nothing to do with demographics." He said that Jones is "just black enough," and said he would support WVON-AM "as long as it is loyal to the community."

Jackson, who had earlier said there were at least a "couple of

Stax Uses Matrix on Hayes and Staples

NEW YORK—Stax Records has utilized a matrix system in producing three Issac Hayes LPs and a new Staple Singers LP for the label's introduction into the quadrasonic market. The company will back the releases with an extensive promotion campaign. (See Billboard Sept. 22.)

Radio-TV Programming

FOX
By CLAUDE HALL
Radio-TV Editor

WMUR-FM, Philadelphia, celebrated its fourth birthday as a progressive station by bringing back some of the former personalities, including program director Jerry Stevens, who has been off the air the last two years. Among those coming back for the day were Don Eric Gladden, Don Herman now with WNEW-FM in New York, and Michael Cosman, now a record producer for Atlantic Records. It's KYRS-AM in Corpus Christi, Tex. The grizzlies goosed up the call letters in the last issue. ... Johnny Holaday of WQED-AM in Washington is up to his old trick called Free-Basketball-Tickets. I'm kidding; Johnny, besides his radio show, will assist on play-by-play for the Capital Bullets this year. He's a basketball buff and used to organize teams for the radio stations he worked at and occasionally would sneak in a ringer on his team such as Rick Barry.

Steve Elliott, 516-826-5501, is looking for full-time personality and/or production work. He was at WJAR-AM, Providence, R.I., as assistant producer of the Washington station. "Okay, here we go again with the latest installment in the WPGC-AM-FM caper. And here's the letter from Harv Moore, program director of the Washington station: "Chalk up another misquote for Vox Jox! On my note to you, I said, 'When it comes to contemporary stations, WPGC-AM-FM is No. 1.' I am enclosing some excerpts from the July/Aug. WRB. ARC-WFM dropped from fifth to seventh. WPGC-AM dropped to eighteenth. WPGC-AM-FM, meanwhile, increased. We are now second. WMAL-AM, who also dropped, is now 1,900 persons ahead of us now. We are No. 1 in men and women 18-34 and No. 1 in teens. As a matter of fact, WPGC-AM-FM has more men and women 18-34 than the next four contemporary stations combined." I'm tempted to add: "To be continued," but I won't."

Res Russell, program director of KILE-AM, Galveston, Tex., reports that Randy Chalkley, the midday man, is now doing weekends at KRLL-FM in Houston. Replacing him at KILE-AM is Dr. Art Kelly. So the lineup reads: Dan Gatto 6-10 a.m., Kelly until 3 p.m., Russell 3-6 p.m., Steve Ryder 6-midnight, with Jeff Taylor and Bob Ford doing weekend work. Russell adds: "There has been some talk about a possible new market radio convention for Texas. Chuck Dandridge is now an announcer par excellence and Houston partner of Dunaway/Masky

Productions, will, hopefully, be bringing us into this endeavor. More on this later as plans begin to jell."

Dave Barker reports in from WTRI-AM in Bradenton, Fla., an MOR station. Says the editor is looking for another personality. "We don't pay a lot, but the living is good here." ... Jim Mack, WTUP-AM, Tupelo, Miss., writes: "Sitting here waiting for a Coor's been a long time since I slipped them with Larry Cox, Bob Finnegan, and Ray Walters at the old KFDA-AM in Amarillo, Tex. Also, I was wondering whatever happened to Paul Majors, who was program director of WGEE-AM in Indianapolis where we were sockin' the super soul? Thought: When I started in '60, we expected to pay the dudes in the small markets before getting a taste of glory and money. Now, kids coming out of broadcast schools looking for two bills a week and instant glory? Whose fault? The schools or the old money and has-beens or the modern climate in broadcasting? Or is the cost of living really that high? Lineup here at north Mississippi: No. 1 rocker is Jim (Jim Edwards) Bromley morning, Ron (Ron Mack) McDonald music director and midday, Ray Scott from NYSX-AM in Pensacola, Fla., in afternoon drive. Bill Jordan in early evening, Tom (Chuck Comer) Mack in the all-night slot. Mack does relief and sound like a professional, but with the best chief engineer in the south—Truman Patterson; the best I've worked with in 13 years of radio. And I'm always looking for good men getting started who want to learn, particularly from our area. Would like to hear from a Mississippi soul brother looking for a job. Tape and resume to me."

Big Phillips, 212-628-4251, says the "mel notes in New York City is the rise of country at WHN-AM, but the rest of the pack is about the same. As for myself, I'm still pointed in the direction of consulting, but would consider a solid permanent position as program director or national program director." ... Lineup at KX-AM in Dallas has weekend air time for Dave Ambrose and Paxton Mills doing a duo show 6-9 a.m., John London 9-m.p.m., Michael O'Shea noon-3 p.m., Mike Selden 3-6 p.m., music director Randy Robins 6-9 p.m., and Tuzzie Lemie 9 p.m.-1 a.m., Cuznie Booth 1-6 a.m. Both Selden and Booth do a syndicated rock program, called "Rock Show," produced by PAMS. Daily Show is now on KBBC-FM in Phoenix. Call PAMS for further details.

ATTENTION ALL TIME-AND-TEMP AND PERSONALITY JOCKS... WHO WOULD LIKE TO PRESS FORWARD... THE ELECTRIC WEENIE (but only for a moment) PRESENTS THIS UNDISCOUNTED LETTER FROM THE LOT OF NEARLY 400 USERS OF THE GUN SHEET...

Dear Weenie: A word to acknowledge receipt of back Weenies and to tell you how valuable and rare you are in this business. Your new Weenie is interesting (as a genus "bleep," and someday I hope the guys you helped, remember to build a monument to the "bleep" you will have surely weened it.

Rob Ruby
WOL, New Orleans
Just think, a monument to my "bleep!"
Won't that help my ratings much?
For true samples of this "Gun Sheet" work...
TOM ADAMS
The Electric Weenie
Box 1, 120 Sutter
San Francisco, CA 94101

The fantastic Jack Gale reports in from WRTM-AM, Cocoa, Fla. "As you know, my Love Broadcasting Company owns KFTW-AM in Fredericktown, Mo. I also have an agency in Hollywood, Fla. We have just had our Pulse here and although the book isn't in yet, I feel this station is now on the right track and can run itself. I am leaving the air after 10 years and will be here only one day a week. I will spend more time with my agency and we are actively looking for our next station to purchase. I have appointed Mike Box as my new music director here. The lineup now is: Gary Stevens 6-10 a.m., Don Zillman 10 a.m.-2 p.m., Box 2-6 p.m., Danny B. Goode 6-midnight, Mike Brooks midnigh-6 a.m., and L. Diamond on weekends. I will remain as consultant. A mention of my home phone number in your column will let the trade know I haven't died. 305-636-6415."

Lineup at WGAR-AM, Cleveland, includes John Lanigan 6-10 a.m., Steve Ryer 10-12 p.m., Chuck Collier 1-4 p.m., Loren Owens 4-8 p.m., and George Fox 8-midnight, and John Buchanan midnigh-6 a.m. John Lund is program director. ... Buzz Gwelin, 915-792-2481, says he has his first ticket and is ready to work; has five years of experience, too. ... Jay Thomas Smith, 213-380-4864, is a former Mack who has considerable experience and is seeking work. Could do a cooking late evening Top 40 show. ... I think I should give Tom Adams a plug. He's the Electric Weenie and he hangs out at WQED-AM, Miami. If you haven't heard of Adams, well, for some odd reason he continues to score as one of the best air personalities in the nation. And I think that he's Fab. Perhaps because he reads the Electric Weenie. Now he gives samples away free. You can get one just by writing him, and mentioning my name in sanskrit.

Dotty Abbott, director of entertainment for Holiday Inn, 3754 Lamar, Memphis, Tenn. 38108, writes: "I'm glad to see your lead item was about women in broadcasting. There are a lot of great pals out there who are a break, and nobody seems to want to help them. Well, dammit, I'll help them. As a real trailblazer among women in the industry with surely the record of longevity as a female disc jockey (all 22 years), nobody knows better than I what a tough battle it is to get in, but there's never been a better time to try. Any station looking for a girl announcer can write me at my office and any girl looking for a job can send me a picture, tape, and bio and I'll try to put them in touch with each other. I was manager of three all-girl radio stations as well as producer-announcer of the successfully syndicated Dolly Holiday show for seven and a half years until it went off the air Aug. 31. This is something I kid do because I like helping kids get

New Program LP
Continued from page 21
a new country music album and a new MOR album for radio stations. Rick Donovan produced the rock LP with Ron Lewis recording the music. Custom Fidelity has been producing radio station oldies albums for the past three years. More than 120 radio stations have used the LPs thus far.

started and because at Holiday Inns we are the most accommodating people in the world." Ah, but I remember your radio show quite fondly. Dotty.

Alan Silverman, who has nine years of experience in Denver and can furnish references, is looking for a radio job in the Washington, D.C. area. Can anyone help him? 5518 Dowgate Ct., No. 208, Rockville, Md. 20851. ... Gary Semra, midday man at KLAH-AM, Denver, has

Nader Moves More Into Television & Films

NEW YORK—Richard Nader, president of Music Production Consultants, Inc., and originator of the 1950's Rock and Roll Revival, is entering the realm of television and film production. Plans, which parallel the expansion of the Nader organization through imminent staff increases, focus on the development of "musical documentaries," rather than televised rock concerts.

Nader has signed with the William Morris Agency for exclusive representation as a TV and film producer. Tony Ford, creative services head for the agency, stated that programming chiefs at the three major television networks were being approached for discussions on Nader's initial proposals.

Two of Nader's existing live concert projects, The British Rock Invasion and the 1950's Rock and Roll Revival, have already been brought to television via NBC-TV's "Midnight Special" late night rock series, with the Revival segment to be taped later this month.

Commenting on his decision to avoid rock concerts for television, a concept he feels has been exhausted, Nader stated: "I see a 'cover attraction' of such programs as cause for industry caution. 'In most cases, our

joined WEEF-AM, Pittsburgh, in the 2-6 p.m. slot. Other WEEF-AM include Jerry Mason 6-10 a.m., Ken Wells 10 a.m.-2 p.m., Steve Ryan 6-midnight, and Larry Ford midnigh-6 a.m. Program director is Ed Salomone. ... Bob Palva is the new program director of WLEE-AM in Richmond, Va. Says that Dick Reus, the former program director of the station, is playing golf for a couple of weeks and was in the office the other day to tell me that he has several things under consideration."

(Continued on page 24)

biggest performers are being paid scale wages to perform before millions of homes on television," he continued, adding that the record and music industry should re-evaluate television exposure in terms of its effect on concert bookings, gate receipts and record sales.

"I agree that we need exposure in other mediums and welcome it," said Nader, "but I still, to date, am waving the yellow flag because there are artists that may not be reaping the benefits, but might be raped."

In assessing the potential commercial impact of his projected combination of documentary with music, Nader felt that television could be used as a medium for restoring the "human element" to both the performers and the industry itself. "There are enough mediums to present the song itself," he said, "but limited media for presenting the information behind and around the music."

Such an emphasis on the "emotional side" of both artist and music should be "potentially very ludicrous," he concluded.

Nader also stated that his ongoing activities as a live concert package and promoter will continue, with an expanded schedule.

CORRECTION

The address for BIG DEAL RECORD DIST. That Appeared in ad of Last Week's issue as

Box #60-A
Cheneyville, Los Angeles, Calif. 90023 was in error.

It Should Be
Cheneyville,
Louisiana 71235.

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Jukebox Programming

New Spots, 45's W. Va. Topics

By EDWARD MORRIS

EDITOR'S NOTE: Dr. Robert James Boewald, Univ. of Fla. marketing expert, offered operators at the recent W. Va. Music & Vending Assn. new ideas for marketing (Billboard, Oct. 6) and Carl Dille, Royal Dist., Cleveland, told of setting up arcade rooms in hotels and motels. The meeting was also highlighted by a talk on defective 45's.

CHARLESTON, W. Va.—Royal Dist. has a full-time researcher seeking new locations for jukeboxes and games, the W. Va. audience was told.

100 Motels

According to Dille, over 100 motels, from Cleveland to Knoxville, have been set up through his company and that interest is still building. Operators in each area install and service the machines. Because

customers are not the same from one day to the next, machines do not have to be replaced as often.

A motel's take averages \$40 to \$100 a week, Dille said, and one particularly successful room was bringing in weekly receipts of \$2,000.

Gimmicks used to lure customers into the game rooms include signs in the customers' rooms and "wooden nickles" worth a quarter of free play.

Missionary in his enthusiasm, Dille said "we are willing to share our knowledge with anyone."

Carol Brack delivered a speech based on issues raised at Billboard's Jukebox Programming Conference in May. Her basic subject was 45 records which are poor in quality or so long as to be profit cutting.

Brack passed out 45's which had oval holes and which lacked labels as examples of what operators were finding themselves up against.

Too Thin

Specifically, 45's came under fire for being too thin, a condition which can cause warpage, uneven dropping, and spillage; for slipping on the turntable; for having labels

(Continued on page 24)



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VIRGINIA jukebox industry people heard Nicholas Allen, Music Operators of America counsel, discuss copyright legislation at the recent Music Operators of Va. meeting. Outgoing Va. pres-

ident John Cameron (left) with his successor, Jim Donnelly. Onstopper Dean Hogue stands during talk by Billboard reporter Ray Brack on the defective singles topic. At right,



JUKEBOX industry people in Florida met recently and heard Dr. William R. Kahn, Valencia Junior College professor from Orlando talk on management. He is at left in left photo talking

to Bob Rishard, Florida Amusement & Merchandising Assn. director. Others (from left) Judy Deaver, FAMA secretary, and Wilbur Wendler, FAMA president; Seeburg rep Tony Ferrara;

Shortages Pinch 45 Quality Push

By EARL PAIGE

CHICAGO—Jukebox programmers and home phonograph manufacturers involved in the multifaceted efforts to improve the quality of 45's are watching carefully the shortage of raw materials (Billboard, Oct. 6). While attention is directed at the short supply of benzene, the main compound from which polyvinyl chloride (PVC) is made and hence LP's, experts point to an even more critical shortage of polystyrene used for singles. A chief worry of jukebox people is that more and more singles pressing will be farmed out as a result of the crunch on LP's, and such farm-outs have resulted in poorer quality 45's.

Bryce Johnson, industrial manager of compounds, Tenneco Chemicals, Piscataway, N.J., said, polystyrene "is drying up faster than PVC. This would make sense because it is low-end product and would be bought up faster." A N.J. pressing plant manager said he believes some problems with 45's stems from injection molding with polystyrene. "I don't even believe they should use styrene, but I suppose it's a cost factor again."

VOTE ON TOP JUKEBOX HITS

CHICAGO—Music Operators of America (MOA) member jukebox programmers are voting on five top money-earning records for the past 12 months with awards to be presented at MOA's 25th anniversary convention here Nov. 9-11. The nominated titles: "Tie a Yellow Ribbon . . ." "Dueling Banjos," "Me & Mrs. Jones," "Killing Me Softly with His Song," "I Am Woman," "Behind Closed Doors," "Teddy Bear Song," "The Night the Lights . . ." "Bad, Bad Leroy Brown," "You're So Vain," "Satin Sheets" and "Funny Face."

Jukebox Copyright Outlined in Va.

By RAY BRACK

there's any change they can expect a fight from the jukebox industry."

Allen remarked, "You'd think that after 8 years something would have been acted on, but the bill cuts across a tremendous sweep of interests. Also, changes in technology—primarily CATV (Cable TV) and data processing have delayed finishing the bill."

He noted that the CATV issue that has hung up progress for years has been resolved, but parties involved and Congress are still not agreed on the rights fees CATV users will pay.

Complex

The industry's copyright allies, Allen reports, vary according to the issue. While the recording industry favors the recording arts fee (bitterly opposed by the jukebox industry) it joins MOA in opposing the cost-of-living increase since the recording industry already pays a mechanical fee.

Joining with the jukebox industry in opposing the \$1 recording arts fee is the National Association of Broadcasters.

Allen reminded the Virginia operators that MOA was organized in 1948 "for the very purpose of combating ASCAP's efforts to obtain a performance royalty on jukeboxes."

It's a battle MOA, with growing support from state associations, has had little respite from for 25 years.

Election

Holding their 15th annual convention here in the Tidewater region, the Music Operators of Virginia elected Tidewater operator Jim Donnelly as president.

Donnelly, headquartered at Norfolk, succeeds another Tidewater operator, John Cameron of Newport News.

Elected first vice president was Ralph Craun of Harrisonburg. Jay Waters of Charlottesville was elected second vice president. Arno Pantelides of Portsmouth was elected secretary-treasurer and Louis Corso of Richmond was returned as assistant secretary-treasurer.

Serving on the association's board (Continued on page 24)



Claude Smith, Cameron and Moe Holland enjoy the Atlantic Ocean breeze.



John Hale, Rowe manager from Jacksonville; Margaret Wesley Lawson, Ernestine Tolisano and Marie Rowe.

What's Playing?

A weekly survey of recent purchases and current and oldie selections getting top play.

ALBUQUERQUE: COUNTRY PURCHASES

Major Buy:
Newcastle of New Mexico Inc.
1019 Fourth St. SW 10197
(505) 346-1041

"The Most Beautiful Girl," Charlie Rich.
Bink, RCA 11080
"Midnight Oil"
"Green Stakes on the Ceiling," Johnny Bush, RCA 0041
"Plastic Tears, Paper Planes"
"Papa's Got a Brand New Bag," Marvin Diamond, MGM 16609
"Sing About Love," Lynn Anderson, Columbia 45918
"Redneck, White Trash & Blue Ribbon Beer"

CHICAGO: SOUL PURCHASES

Wills Music:
McGee's Music Co.
718 W. 79th St. 60612
(312) 234-6438

"Check It Out"
"Nobody Wants to See Why You're Down and Out," Bobby Womack, Atlantic 255
"Understand," Gene Chandler, Columbia 1918
"Orry! Mat"
"Shore Shopping," Veda Brown, Sals 0163
"There It Is" Spinners
"Men That Lady"
"Ghetto City"

DENVER: "HOT 100" PURCHASES

Ralph La:
Apollo-Sunrise Music Co. Inc.
2800 W. 17th Ave.
(303) 534-0991

"You're a Special Part of Me," Diana Ross/Mary Gay, Motown 12304
"All I Know," Ar Garfunkel, Columbia 45296
"Gotta Name," Jim Croce, ABC 11389
"I Won't Let a Day Go By," Maureen McGovern, Twentieth Century 2051
"The World of C. Carpenters, Alan 1468
"Just You & Me," Chubby Checker, Columbia 45913

LA CROSSE, WIS.: COUNTRY PURCHASES

Radio Shedd:
Jim Starnfield's Record Co. Inc.
430 Tacoma Pk. 53601
(608) 752-7181

"We're Coming Home"
"Sweetest"
"The Most Beautiful Girl," Charlie Rich, Epic 11040
"Sunday Stranger"

GREENLAND, MASS.: "HOT 100" PURCHASES

Joe Thrasher:
Melrose Music Inc.
430 Bedford St. 01301
(617) 754-0141

"Such a Night," Dr. John, ABC 6937
"Roland the Redhead & Gertrude the Jealous," Dr. John & Medicine Show, Columbia 45878
"Feelin' Strong Every Day"
"Ramble," Mary J. Blige, Atlantic 45918
"Kneels on Heaven's Door," Bob Dylan, Columbia 45913

MANKATO, MINN.: "HOT 100" PURCHASES

Bob Walder:
CA 5 Radio Co. Inc.
605 N. 7th St. 56001
(612) 397-3051

"I Got a Name," Jim Croce, ABC 11389
"We May Never Find This Way Again," Seal & Crofts, Warner Brothers 7740
"Rein on Rock," Elvis Presley, RCA 0088
"Sing About Love," Lynn Anderson, Columbia 45918
"In the Midnight Hour"
"Angie"
"Heartbeat, It's a Lovebeat," DeFranco Family, Twentieth Century 2051
"I Don't Want to Love You But You Got Me Anyway," Sutherland Brothers & Quiver, Island 1217

NORTH BEND, IOWA: COUNTRY PURCHASES

Joe Thrasher:
Melrose Music Inc.
430 Bedford St. 01301
(617) 754-0141

"I Can't Believe That It's All Over," Bobby Vinton, Epic 11038
"Love Is All," Engelbert Humperdinck, Parlophone 40078
"Midnight Train to Georgia"
"The Most Beautiful Girl," Charlie Rich, Epic 11040
"Forever And Anonchom," John Deaver, RCA 0067
"Mykai Love, Your Style," Temptations, Gordy 7131
"Hugat Love," America, Warner Brothers 7725

CHICAGO: SOUL PURCHASES

Wills Music:
McGee's Music Co.
718 W. 79th St. 60612
(312) 234-6438

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"Men That Lady"
"Ghetto City"

COUNTRY & POP PURCHASES

Joe Thrasher:
Melrose Music Inc.
430 Bedford St. 01301
(617) 754-0141

"The Last Blue Blues," Dick Cavett, Capitol 309
"Ballad of Red Bay," Ron Gray, Elm 103
"Herman's Shaver," Stoneval Jackson, MGM 14514
POP
"Paper Roses," Marie Osmond, MGM 14609

Continued from page 22

The First Annual Zoo World National Radio Spot Competition is complete and I suppose that Ron Shaw, media production manager, will be writing me with news of the winner any day. Zoo World is being by more than 60 radio stations, including such as WDAI-AM in Memphis, WKLO-FM in New York, WKLO-AM in Louisville, and KCBQ-AM in San Diego. If you haven't seen a copy, I suggest you contact Ron at 305-644-6471 and have him tell you about how the rock newspaper is handled by radio stations. As Ron recently stated to

Rip Bad 45

Continued from page 22

which peel off, for uneven drag force; for sit-down and lift-off problems; and for generally poor quality. Suggested remedies for these problems include identifying the pressing plant on each disk, designing a form on which defects could be precisely located, and setting up a hotline for reporting record defects. Fred Granger, executive vice president of Music Operators of America, and Marie Coffman, longtime WVMVA stalwart, were presented honorary lifetime memberships to the association. They were the third and fourth persons to receive this honor in the 19-year history of the group.

New WVMVA officers are Ronald DeHaven, president; Shelton Price, first vice president; Edward Oliver, second vice president; and Leona Ballard, secretary and treasurer. New directors are J. C. Hunt, W. T. Cruse, Joe Dobak, James K. Hutzler, James Stevens, James Orum, M. Lee Hayhurst, Pat Saggace, James Shaffer, James H. Kiser, William N. Anderson, Andrew C. Kasper, Jerry Derrick, Eugene R. Wallace, William Edmond, Alfred Broom, and Richard Paston. Chris Ballard was reelected sergeant at arms.

The membership voted to hold its next annual meeting in Charleston.

Jukebox Meetings

Oct. 13-14, Wash. State Co. Machine Operators Assn.
Oct. 18-21, MAAC vending convention, McCormick Place, Chicago
Nov. 9-10, NAB vending convention, Conrad Hilton, Chicago
Feb. 17-22, Music Operators of W.V., first state festival (business late to be announced)
May 11-12, Music Operators of N.Y., Stevenson City Club, State Lake

me: "We all know that every radio station constantly searches for a new and different way to promote itself. And when it finds a means to do this that's interesting, inexpensive, and easy to use, they'll usually jump on it and promote. With Zoo World, we've created an excellent promotional vehicle for radio stations all over the country." The rock newspaper is published twice a month and radio stations use the centerfold of the paper for their own promotions.

Dax Hixon, afternoon air personality on KTE-AM, San Antonio, has been appointed operations director of the station. Tony Raves has left KLOL-FM, Houston, to join KFMB-AM, San Diego. Ernestine Mathis, back radio and non-FM and using the name of Ernestine Mathis Barber. Remember her? She was music director of KTE-AM in Columbia, Mo. She's now doing the noon-3 p.m. show on WFRD-FM in Manchester, Ga. Says: "We really have power, 50,000 watts. Being relatively new, we have the best work force of the oldtimers, but it won't be long Rudy Rutherford is program director and the staff includes Ron Allen, formerly of WKMA-AM in Montgomery, Ala.; and Pete Balabek and Jesse Griffin. We're 24-hour solid! Good to hear from you, Ernestine."

Dan Reilly, former afternoon drive personality of WSPR-AM Springfield, Mass., has joined WRCH-AM, Hartford, as a member of the news department. Bill Glason, who has Fun-Master, a professional comedy service, demands equal time. You can get a sample copy of Billy's work by writing him at 200 West 54th St., New York, N.Y. 10019. *** Chuck Roberts re-

Royalty Outline

Continued from page 23

of directors this year will be Cameron, Harry Healy of Gloucester, R. W. Calude Jr. of Capron, Jesse Richardson of Winchester, Kenneth O'Connor of Richmond, Harry Facke of Sturgis, Bill Hendrix of Norfolk, Richard Perry of Roanoke, M. L. Holland of Roanoke, Lewis Jones of Richmond, Alton Lewis of Staunton, Bob Lewis of Richmond, Wayne Lewis of Staunton, Claude Smith of Roanoke, Charlene Lesnick of Richmond, Robert Minor of Richmond, C. E. Moore of Richmond and Robert Flippin, Jr. of South Hill.

One of the association's past presidents, Gilbert Bailey of Gloucester, died April 28 and was memorialized during the convention here.

ports in from KENI-AM in Anchorage, Alaska: "I mean, just because we're way the hell up north here doesn't mean it's the end of the world, although you can see it from Fairbanks. KENI-AM has been on our competition across town is going MOR." Lineup at KENI-AM includes program director Bob King 6-10 a.m., Rod Ewing 10 a.m.-2 p.m., Lane Bost, Idaho, Congratulations, Bob. *** Lineup at WBUC-AM-FM, Hudson, N.Y., includes music director J.C. Willets 6-10 a.m., Nell Young 10 a.m.-3 p.m., program director Bill Cranney 3-6 p.m., and Jim Sullivan, recently acquired from WKNY-AM in Kingston, N.Y., 6-9 p.m. Format is Top 40 and Bill says that he could use a better record service "although it has improved 100 percent in the last two years, thanks to Billboard." Play the records you'll get sent free. If you don't play a record, the record company may cut you off completely. For example, one Top 40 station in Phoenix, KRIZ-AM, now has no new records from at least one major record label. KRIZ-AM wasn't playing the label's records until they were hits. I can't blame the record label at all for refusing to serve them with free product. Because, unless a radio station helps sell product, the record company can't afford to manufacture it. And the radio station must play it while the record company is trying to sell some new records from time to time.

It doesn't hurt to go on one or two brand new records a week, and I'm not talking about "proven" records that have already been heard hundreds of times elsewhere. I'm talking about a record that you happen to "hear" and like and think might be a hit. Take a chance on it. Get Excited about it. Buy it. Play it. If you don't get excited about it, your audience might get excited about it. And your station. If Top 40 ratings have been slipping, it's because of the tight playlist and the program directors who've started to play new records.

Dave Land reports that he has taken a weekend job at KCCO-AM, Lakewood, Colo. The line up at the Top 40 station includes Ron, Bob Mason noon-4 p.m., Dick Lewis 4-6 p.m., and Don Longfellow, until sign-off. Land is in the army at Fort Sill, Okla. Seems as if WGNM-AM in Providence, R.I., is really shaping up for battle. Staff there includes John Driscoll, Brad Pierce and now Bill Silvers from WHEB-AM in Portsmouth, N.H. *** Lineup at WESA-AM-FM, Charleston, Pa., includes program director Gary Persons 6-10 a.m., music director Dick Rhodes until 2:30 p.m., Ken Williams until 7 p.m., Eric Bugale 7-midnight and college students Mike Drawl and Bob Keller on weekends. Persons writes: "Most of our listeners have been college students and this is their first job. Quite a few of them have been failing the Element 9 portion of the third class test year after year. That's where these are pretty intelligent people and that they are up to taking tests! It seems that the FCC changed the test without bothering to change the study guide. There were questions about power that I had when I got my first phone."

(Continued on page 25)

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Classical Music

Polydo Symphonies on Tape

Marks Anniversary of DG

LONDON—Last month Polydor released its Symphony Edition-13 symphonies on tape to mark the 75th anniversary of Deutsche Grammophon's Polydo. Tape marketing manager Laurie Adams said it was a mammoth project never attempted before. "It is the biggest classical series on tape released to date," he said.

The retail price of the total edition is more than \$435.60. Each specially packed box contains six cassettes and a booklet, and retails at \$33.75. "It is not every company has such a prestigious release which is also 100 per cent saleable," Adams commented.

The Edition covers the symphonies by every major composer, and to promote it in addition to heavy advertising Polydo is releasing a sampler cassette with Mozart's Symphony No. 41 (Jupiter) and Haydn's Symphony No. 94 (Surprise) retailing at \$3.

The 13 packs include symphonies by Beethoven, Bruckner, Schubert, Mahler, Haydn, Brahms, Tchaikovsky, Dvorak, Sibelius, Mendelssohn and Schumann.

Adams said recently there have been discussion over the lack of op-

era available on tape, and Polydo planned to release three opera boxes in October to help overcome the shortage of Gramme releases. Verdi's *Rigoletto*, Mozart's *The Magic Flute* and Rossini's *The Bar-*

ber of Seville, will retail at \$19.20. At the same time two box sets containing two cassettes each and retailing at \$13.90 will be released. They are Bach's six Brandenburg concertos and Verdi's *Requiem*.

CBS Sales Meet Is Shown Seven 3-LP Sets in U.K.

LONDON—New box set programmes of classical recordings were presented to CBS sales force at the Stratford-on-Avon Hilton last weekend by classical promotion manager Robert Walker, a total of seven 3-LP sets to retail at £47.20 until next Feb. 28. All are for release on Nov. 2, and will be supported by leaflet and window-display campaigns nationwide.

They include George Szell and the Cleveland Orchestra playing all four symphonies of Brahms plus the Academic Festival and Tragic Overture, organist E. Power Biggs with the London Philharmonic Orchestra under Sir Adrian Boult in 16 Handel Organ Concertos, the complete pi-

ano music of Maurice Ravel by the late Robert Casadesu, and a Tchaikovsky group with Ormandy conducting the Philadelphia Orchestra and consisting of the Piano Concerto No. 1 with soloist Eugene Liston, the Concertos Nos. 2 and 3 played by Gary Graffman, the Violin Concerto by David Oistrakh and the cello *Rococo Variations* by Leonard Rose.

Back into the catalog comes the complete performance of Kurt Weill's rarely-heard opera *The Rise and Fall of the City of Mahagonny*, with the original performance as Jenny of the World's Little Lenya. Ormandy and the Philadelphia play six of the best-known Richard Strauss tone-poems on 7759 with Don Juan, Quixote, Also Sprach Zarathustra, Ein Heldenleben, Death and Transfiguration, and Till Eulenspiegel. And guitarist John Williams is starred on 7755 in a total of 35 of his best-loved guitar recordings.

Walker also announced for December release a new recording of the popular Gunguis-Hold series. The Planets, with Leonard Bernstein conducting the New York Philharmonic Orchestra (73001) to retail at £2.45, spearheading a new release of CBS classical single LPs and aimed at the market bound to result from celebration in 1974 of the centenary of Holst's birth.

Montreux Winners Listed

MONTREUX—Recording world's most coveted prizes, the Grand Prix Mondial awards of the international jury of record critics at the Montreux Festival in Switzerland, brought prizes last week to British recording companies and British-made issues.

Of the four awards and one special prize, top opera was judged to be the magnificent "Bevernuto Celini" of Kubelik, conducted by Colin Davis and produced by Erik Smith (Billboard Oct. 6), released here last February. Tying with it was the Harmond recording of Musorgsky's opera "Kovantschina," recorded by the Sofia Opera of Bulgaria and not available here.

In the orchestral section the award went to Decca for the Mahler "Symphony No. 8" by the Chicago Symphony Orchestra conducted by Sir Georg Solti (SET), with soloists Heather Harper, Lucia Popp, Yvonne Minton, Helen Watts, Rene Kollo, John Shirley-Quirk and Martti Talvela, released here last October.

Solo instrumental prize was given to DG's recording by former Warsaw Chopin Prize winner Maurizio Pollini for his performances of the 24 Chopin Etudes brought out here last November. This year a special prize for a valuable historical recording was given to EMI's issue last year of the 1952 monaural recording of Wagner's "The Ring" conducted by Wilhelm Furtwangler on 18 LPs.

Montreux's "Diploma of Hon-

our," always awarded a year in advance, is to go in 1974 to veteran conductor Paul Bohm, who will be 80 next August and is still conducting and recording regularly.

The 1973 award, chosen last year, went to Artur Schnabel, who received it at the ceremonial presentation in the historic Chillon Castle.

As well as awards to recording engineers Arthur Haddy of Decca and Horst Redlich of Teldec, Berlin, Japan's JVC engineer Inouye and CBS's Benjamin Bantier, the two latter for their work in developing quadraphonic recording.

Judging this year included British Edward Greenfield, music and recording critic of the Guardian, and U.S. High Fidelity editor Leonard Marcus.

October Is Gould Month At Columbia

NEW YORK—Columbia Masterworks, in conjunction with its designation of October being Glenn Gould month, is releasing five new LPs from the Canadian pianist and is offering a 55-minute radio special to classical stations, featuring con-

versations between Gould and Carl Haslam on Wagner transcriptions.

The new LP releases feature the works of Bach, Mozart and Beetho-

Billboard SPECIAL SURVEY For Week Ending 10/13/73

Classical LP's

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Rank	Weeks on Chart	Title	Artist, Label & Number
1	1	SCOTT JOPIN: PIANO RAGS, VOL. 2	John Joplin, Mercury 71264 (Elektra)
2	5	POCCINI: LA ROSEME	Pavard/Fres/Fon Karajan, London OSA 1299
3	2	THE RED BACK ROCK	Scott Joplin (Schaller) Angel S 36060 (Capitol)
4	4	BACH: Brandenburg Concertos	Nonesuch MB 73066
5	6	THE SEA WIND	Madame Philharmonie Orch. of London (Gherdt), RCA LSC 3330
6	3	SCOTT JOPIN: PIANO RAGS, VOL. 1	Nonesuch 71248 (Elektra)
7	8	BACH: Complete Suite Sonatas	Dreyfus YZ 31925 (Columbia)
8	9	BIZET: CARMEN	M. Horikawa/McCabe/L. Bernstein, DGG 2709 043 (Polydor)
9	10	THE COPLAND ALBUM	Columbia MG 30071
10	7	PIANO MUSIC BY GEORGE GERSHWIN	William Bolcom, piano, Nonesuch E 71284 (Elektra)
11	15	SONGS BY STEPHEN FOSTER	Nonesuch 71268 (Elektra)
12	7	MAX STINE/GERHARD/NATIONAL PHIL. New Yorker	RO 126
13	22	VERDI: GIOVANNI DI CARO	Cable Dances, Angel SCL 3791
14	11	TANKS-ELECTRONIC MUSIC PRODUCTIONS, INC. PRESENTS SWITCHED-ON BACH	Wolfer Carver/Begun/Folkman, Columbia MS 7194
15	23	VERDI: INDOLETO	Sofisticated/Pavell, London Symphony Orchestra OSA 13105
16	12	SAN FRANCISCO SYMPHONY DANCE, (Dance)	BERNSTEIN: Symphonic Dances From West Side Story
17	13	VERDI: GIOVANNI DI CARO	Wolfer Carver/Begun/Folkman, Columbia MS 7194
18	16	HOLST: The Planets	Los Angeles Philharmonic (Mahla), London CS 8734
19	14	MAHLER: 5th SYMPHONY	Chicago Symphony Orch. (Solti), London OSA 1295
20	24	MILKOS ROSSA CONDUCTS HIS GREAT FILM MUSIC	Angel S 36063 (Capitol)
21	25	DELUXE FLORIDA SUITE	Benson/Symphony 0212 (Capitol)
22	-	HURT WELT: Sells From Two Penny Opera/DARIUS MILHAUD	La Cretion De Monde (Wolfer), Nonesuch MIC H 71281 (Elektra)
23	30	HOLST: THE PLANETS	Boston Symphony (Steinberg), DGG 2530102 (Polydor)
24	16	ANNA BOLLEA	San Francisco Opera SFS 30015/4
25	26	WAGNER: DIE WALKYRIE, ACT 3: A SPICE ODYSSEY	WGM, SET ST 13
26	3	THE LAURITZ MELCHIOR ALBUM	Seraphim IB 8086 (Capitol)
27	20	ALFRED NORDEN CONDUCTS HIS GREATEST FILM MUSIC	Angel S 36063 (Capitol)
28	33	BACH: The Well-Tempered Clavier (Book 1)	Scottish Rite, Mercury/Angel SCL 4113 (Capitol)
29	-	THE POCKET BACH	George Fields, Angel S 36067
30	32	DOZZETTI/SUTHERLAND-BONTATE: Lucie de Lammermoor	London OSA 13103
31	-	VERDI: FOR	into the Classics, Angel 36052 (Capitol)
32	40	HOLST: WATER MUSIC	Lippard, Philips 6500-047 (Phonogram)
33	17	HENRY VIII AND HIS SIX WIVES	T. V. Soundtrack, Angel SFD 36895
34	34	MAHLER: 5th Symphony	G. Solti/Chicago Symphony, London OSA 2228
35	21	THE CHOPIN L'ALBUM	Arthur Schnabel, RCA Red Seal LSC 4000
36	-	LEONARD PERNARDO: Warsaw Concerts & Other Favorite Showpieces	Angel S 36062 (Capitol)
37	37	WAGNER: TANNHAUSER'S GREATEST HITS	Columbia MG 30071
38	3	CLARE DE LIMA (Almeida)	Angel S 36064 (Capitol)
39	28	BERNSTEIN: MASS	Conductors, Mass 21108
40	27	SAINT-SAENS: PIANO CONCERTO	Seraphim 8081 (Capitol)

Vox Vox

Continued from page 24

Jerry P. Marcus has launched the P B Survey, a record tipsheet. You can reach him for a copy at P.O. Box 268, Lawrence, Mass. 01842. His phone is 618-680-4293. He's asking for playlists from all stations. Says he'll provide, in return, his tipsheet and record product connected with another operation he's also launching—an independent record promotion firm devoted exclusively to promoting Canadian artists in the U.S. At first, he'll limit his promotion operations only to New England.

If you are a rock, Top 40, or contemporary station that has from time to time played classical music or thought about doing so, the Classical Conspiracy, a newly-organized classical promotion organization, would like to hear your story. Address information regarding station's background, description of audience, and any listener reaction to The Classical Conspiracy, High Fidelity Magazine, Billboard Publications Inc., Great Barrington, Mass. 01230.

KRAE-AM, a Top 40 station in Cheyenne, Wyo., is looking for a creative morning personality. Talk to program director John Milholland, who just recently joined the station from KLCM-AM in Lompoc, Calif., where he was music director. • • • Jerry K. Kaercher is the new music director of WCFL-TAM-AM in New York, N.Y. He needs records desperately, especially the softer rock and MOR discs. Guarantees quick and lots of airplay. Lineup includes Chuck Koblenz 6-10 a.m., Bob Brocker until 2 p.m., and Kaercher until 5:00. He shows good weekends. Fred Pyle is program director. The FM features MOR and Dave Gefter is in charge.

Big turnover or turnout at KRCC-AM, Los Angeles. Leaving the station, was Steve Bossett, the president, morning air personality Charlie Tune, and air personalities Jimmy Rubnitz and Shadde Stevens. It all backs but an instant prob-

Country Music

Anticipated Peak Turnout Forces 'Opry Week' to Use Color-Coding

NASHVILLE—The greatest influx of radio personnel in years is anticipated for this year's 48th "Grand Ole Opry" Birthday Celebration, according to the color-code plan for this year's event.

Registration officials have divided categories into colors, not only to determine in advance what groups are best represented, but to help in identity during the convention, Oct. 17-18-19-20.

Early indications are that (1) registration will run ahead of last year's total of 5,300; (2) the majority of those registering are in the radio-TV category and (3) the greatest number of foreign visitors, perhaps as many as 500, will attend this year.

As of this writing, there were 160 artists confirmed for appearances at the various shows. The figure may climb to 200 before it is finalized.

Tops Country

• *Continued from page 1*

each. At the Kentucky State Fair Rodeo he grossed \$136,000 and played to 55,000 persons in five performances. At a similar rodeo in New Mexico, he played to three sell-out performances, drawing more than 36,000.

The show is a complete, self-contained unit which includes Johnny Russell, Alex Houston, The Four Guys, and The Pride men. Pride's band.

They represent 11 major labels and many independents, as well as "Grand Ole Opry" regulars not on a label.

In anticipation of the surge, the "Opry" officials have on hand 6,500 badges and official books for registration.

Color Badges

The color categories are broken down thusly:

Red badges: Performing rights organizations, publishers, public relations personnel, record pressers, distributors, record company personnel, Country Music Association personnel. There are 700 such badges.

Yellow badges: Radio and television personnel (primarily disk jockeys), and trade press. There are 5,000 such badges.

Blue badges: musicians, artists, song writers. There are 400 such badges.

Green badges: Promoters, agents, managers, retailers, club owners, arrangers, producers, music lawyers, etc. There are 400 of these badges.

Spouses who accompany their mates will receive the same color badge as their husband or wife.

Already more than 200 representatives of the British Country Music Association are registered, plus a delegation of at least 50 from Japan. Other nations represented thus far include Australia, New Zealand, Germany and Canada.

As far as designated booths for the artist-disk jockey sessions sponsored jointly by the "Opry" and the CMA, the majority will be assigned to the 11 labels participating directly in the convention activities. One booth is set aside for the international performers, while another is specifically for "Grand Ole Opry" artists. Special arrangements have been made for artists on independent labels not associated with the celebration. They need show proof of a recently recorded song, and will be approved as they enter the door. In years past, no such arrangement was made for these artists.

Actual events in connection with the gathering got underway last week with a special CMA-sponsored golf tournament strictly for the working press. From that the momentum picks up to include, in succession, the Music City Pro-Celebrity Golf Tournament, the CMA televised awards show (Monday, Oct. 15), rounds of private parties and functions, and finally the official celebration, punctuated by a band meeting of the CMA, another involving the Country Music Foundation, and the general CMA gathering, including the election of members of the board of directors.

This convention, plus the celebrated Fan Fair in June, now bring 10,000 "celebrators" to the city annually.

Top Acts' Wives Star As Models For Fashion Show

NASHVILLE — Top recording artists, radio personalities and others joined the wives of singers and musicians in this year's "Sounds and Styles" Show at the Grand Ole Opry House.

The event, sponsored by the Music City Chapter of American Business Women's Association, was headlined by the Jack Greene/Jeanie Seely Show, featuring Justin Tubb and Goldie Hill. Miss Hill, wife of Carl Smith, had not appeared publicly in some 15 years.

Models for the fashion show were Misses Johnny Duncan, Justin Tubb, Bill Anderson, Jim Ed Brown, Bobby

Barc, Nat Stuckey, Lester Wilburn and Rex Allen Jr.

Radio personalities such as Hope Hines, Tony George, Russ Spooner, Dave DeLoat, Dick Kaiser and Casey Jenkins also took part in the show, wearing costumes of "Grand Ole Opry" entertainers since 1926. The priceless costumes were loaned by the artists.

Grant Turner, veteran of WSM radio, was master of ceremonies. All proceeds go to a scholarship fund, and for the first time an additional scholarship was awarded to a student entering college to earn a degree in music.

CMA Adding DJ Awards

NASHVILLE—Reversing a trend of recent years, a new Country Music Association award has been established to be presented the first time this year.

Ted Harris, chairman of the membership committee of the membership committee of the CMA, said that a special award to disk jockeys will be presented at the annual banquet here Oct. 19. It will not be awarded on the national television show.

The move to reduce categories was begun a few years ago in order to tighten the network presentation. Since the award this time circumvents television, the expansion is not in conflict with the earlier action.

The disk jockey award will be

given to air personalities in the small, medium and large market categories, as determined by a vote of all CMA members in that category. Tabulation is by the firm of Touché-Ross & Co. The idea for the special awards was originated by Ralph Emery of WSM-AM here and Bill Robinson, WIRE-AM, Indianapolis, both CMA directors.

Harris said it might spur more involvement of the radio station personnel in the CMA, and to promote incentive.

At another time of year, CMA gives special awards to stations which do the most to promote country music month. This, however, is geared to the individual.

He's shootin' up the charts again.

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Record World 

Billboard 

Waylon Jennings' "You Ask Me To"

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APFC-0086



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We Had It All - Ride Me Down Easy

You Ask Me To - Honky Tonk Heroes

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RCA Records and Tapes

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"Lila"*

(#B5027)

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on Billboard's
Hot Country Singles
Chart!

and now...
the album



(#BR 15010) Produced by Ken Mansfield

*published by Dobbins Music

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Billboard

Hot Country Singles

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* **STAR Performer**—Singles registering greatest proportionate upward progress this week

★ STAR Performer—Singles registering greater proportions upward progress this week.									
This Week	Last Week	TITLE, ARTIST Writer, Label & Number (Dist. Label) (Publisher, Licensee)	This Week	Last Week	TITLE, ARTIST Writer, Label & Number (Dist. Label) (Publisher, Licensee)	This Week	Last Week	TITLE, ARTIST Writer, Label & Number (Dist. Label) (Publisher, Licensee)	This Week
Weeks on Chart	Weeks on Chart		Weeks on Chart	Weeks on Chart		Weeks on Chart	Weeks on Chart		Weeks on Chart
4	9	BOWT MY THUMB TO The Most Beautiful Blue— Singers: Johnny Rivers (Singer: Johnny Rivers) Mercury 7245 (Phonogram, RCA)	45	4	THE MOST BEAUTIFUL BLUE The Most Beautiful Blue— Singers: Johnny Rivers (Singer: Johnny Rivers) Mercury 7245 (Phonogram, RCA)	84	2	YOU ASK ME TO—Wayne Bennett (Wayne Bennett, Billy Joe Smith, RCA 0088 (Atlantic, ASCAP))	4
2	12	KID STOP — Singers: Frankie (Singer: Frankie) Decca, Columbia 43903 (Columbia, BMG)	36	40	SING ABOUT LOVE—Love (Singer: Love) Atlantic 4519 (Atlantic, BMG)	83	4	YOU'RE NEVER ME DOWN—Jenny Price (Jenny Price, RCA 0041 (RCA, ASCAP))	4
3	13	YOU'VE NEVER BEEN THIS FAR—Conway Twitty (Conway Twitty, RCA 0004 (RCA, ASCAP))	37	39	SUGARMAN—Papa John (Papa John, RCA 0004 (RCA, ASCAP))	72	4	COLORADO COUNTRY MORNING—The Four Seasons (The Four Seasons, Capitol 3704 (Shirley, ASCAP))	4
4	12	YOU'RE THE BEST THING THAT'S HAPPENED TO ME—The 4 Tops (The 4 Tops, RCA 0004 (RCA, ASCAP))	38	48	THE CORNER OF MY LIFE—Bob Anderson (Bob Anderson, RCA 0004 (RCA, ASCAP))	71	2	FOR D'L TIMES TAKE—Chris Proby (Chris Proby, RCA 0004 (RCA, ASCAP))	4
5	11	RECKLESS, WHITE SKIES & BLUE RIBBON BIRD—Johnny Rivers (Johnny Rivers, RCA 0004 (RCA, ASCAP))	40	41	LITTLE GIRL GONE—Bobby Darin (Bobby Darin, RCA 0004 (RCA, ASCAP))	86	2	LISA—Bobby Darin (Bobby Darin, RCA 0004 (RCA, ASCAP))	4
6	10	SUNDAY SUNRISE—Brenda Lee (Brenda Lee, RCA 0004 (RCA, ASCAP))	41	28	OPEN UP YOUR HEART—Roger Miller (Roger Miller, RCA 0004 (RCA, ASCAP))	73	7	I SEE HIS LOVE ALL OVER YOU—Jim Gail (Jim Gail, RCA 0004 (RCA, ASCAP))	4
7	10	THE MIDNIGHT OWL—Brenda Lee (Brenda Lee, RCA 0004 (RCA, ASCAP))	42	24	THE WORLD'S MAKING LOVE—Brenda Lee (Brenda Lee, RCA 0004 (RCA, ASCAP))	82	4	CAN I GET OVER YOU TO SAVE MY LIFE—Lenny Kravitz (Lenny Kravitz, RCA 0004 (RCA, ASCAP))	4
8	11	WE'RE GONNA HOWL—George Jones & Tammy Wynette (George Jones & Tammy Wynette, RCA 0004 (RCA, ASCAP))	43	46	KISS IT & MAKE IT BETTER—Mick Davis (Mick Davis, RCA 0004 (RCA, ASCAP))	75	64	LEAVING'S BEING ON MY MIND—Sandy Denny (Sandy Denny, RCA 0004 (RCA, ASCAP))	4
9	10	DON'T GIVE UP ON ME—Jenny Holcomb (Jenny Holcomb, RCA 0004 (RCA, ASCAP))	44	24	SATISFIED—Mick Davis (Mick Davis, RCA 0004 (RCA, ASCAP))	76	67	BEAUTIFUL SUMMER—Jackie Davis (Jackie Davis, RCA 0004 (RCA, ASCAP))	4
10	10	SAMUEL—Sam & Sam (Sam & Sam, RCA 0004 (RCA, ASCAP))	45	8	LET ME BE THERE—Chris Proby (Chris Proby, RCA 0004 (RCA, ASCAP))	74	78	CITY OF NEW ORLEANS—Joanna Smith (Joanna Smith, RCA 0004 (RCA, ASCAP))	4
11	7	CAN I SLEEP IN YOUR ARM—Joanna Smith (Joanna Smith, RCA 0004 (RCA, ASCAP))	46	54	AIN'T IT GOOD—Brenda Lee (Brenda Lee, RCA 0004 (RCA, ASCAP))	78	3	I'LL BE YOUR BRIDGE—Mike Brant (Mike Brant, RCA 0004 (RCA, ASCAP))	4
12	7	I NEED SOMEBODY BAD—Jack Creech (Jack Creech, RCA 0004 (RCA, ASCAP))	47	8	WHAT GOT YOU TO—Ray Goff (Ray Goff, RCA 0004 (RCA, ASCAP))	81	4	ALL IN THE NAME OF LOVE—Barry Manilow (Barry Manilow, RCA 0004 (RCA, ASCAP))	4
13	7	A PERFECT STRANGER—Frankie Miller (Frankie Miller, RCA 0004 (RCA, ASCAP))	48	55	KINDLY KEEP IT COUNTRY—Sharon Tate (Sharon Tate, RCA 0004 (RCA, ASCAP))	81	2	SECRET LOVE—Tony Danza (Tony Danza, RCA 0004 (RCA, ASCAP))	4
14	7	BLOOD RED & GOIN' DOWN—Tanya Tucker (Tanya Tucker, RCA 0004 (RCA, ASCAP))	49	53	SOMETIMES A MENDY ANT (Sandy Denny, RCA 0004 (RCA, ASCAP))	81	2	SECRET LOVE—Tony Danza (Tony Danza, RCA 0004 (RCA, ASCAP))	4
15	7	TOO FAR GONE—Shirley (Shirley, RCA 0004 (RCA, ASCAP))	50	5	I CAN'T STOP—Papa John (Papa John, RCA 0004 (RCA, ASCAP))	81	2	LOVE ME—Marty Balin (Marty Balin, RCA 0004 (RCA, ASCAP))	4
16	7	PAPER BOATS—Marty Balin (Marty Balin, RCA 0004 (RCA, ASCAP))	51	10	HARD AND LETTY RASED MY COUNTRY SOUL—Johnny Rivers (Johnny Rivers, RCA 0004 (RCA, ASCAP))	83	3	ROLLIN' IN MY SWEET BABY'S ARMS—Jackie Davis (Jackie Davis, RCA 0004 (RCA, ASCAP))	4
17	7	THE WRITERS STOP RUNNING—The 4 Tops (The 4 Tops, RCA 0004 (RCA, ASCAP))	52	8	SPARKLIN' BROWN EYES—Brenda Lee (Brenda Lee, RCA 0004 (RCA, ASCAP))	84	3	I NEED HELP—Carl Smith (Carl Smith, RCA 0004 (RCA, ASCAP))	4
18	12	JUST WHAT I NEEDED IN MIDNIGHT—Conway Twitty (Conway Twitty, RCA 0004 (RCA, ASCAP))	53	10	SENTRY SUNKSHINE—Wayne Raney (Wayne Raney, RCA 0004 (RCA, ASCAP))	85	83	ALLCHERRY—Johnny Cash & June Carter (Johnny Cash & June Carter, RCA 0004 (RCA, ASCAP))	4
19	16	I RECALL A GYSTWY WOMAN—Sonny Cash (Sonny Cash, RCA 0004 (RCA, ASCAP))	54	6	SEAT ALL NIGHT—Wayne Raney (Wayne Raney, RCA 0004 (RCA, ASCAP))	85	83	MY LOVE IS DEEP—Tom Petty (Tom Petty, RCA 0004 (RCA, ASCAP))	4
20	22	BROAD MINDED MAN—Jim Ed Brown (Jim Ed Brown, RCA 0004 (RCA, ASCAP))	55	62	LAT A LITTLE LOVIN' ON ME—Carl Smith (Carl Smith, RCA 0004 (RCA, ASCAP))	85	83	YOU'VE GONNA LOVE YOURSELF IN THE MORNING—Wayne Raney (Wayne Raney, RCA 0004 (RCA, ASCAP))	4
21	22	COUNTRY SUNSHINE—Doris Day (Doris Day, RCA 0004 (RCA, ASCAP))	56	6	HEARIN' LOVE—Don Gibson (Don Gibson, RCA 0004 (RCA, ASCAP))	88	91	LOVE AND HONOR—Jimmy Savile (Jimmy Savile, RCA 0004 (RCA, ASCAP))	4
22	22	PRECIOUS MEMORIES FOLLOW ME—Joan Jett (Joan Jett, RCA 0004 (RCA, ASCAP))	57	63	GREEN SNAKES ON THE CEILING—Johnny Rivers (Johnny Rivers, RCA 0004 (RCA, ASCAP))	89	—	SAME OLD CALIFORNIA MEMORY—Hanson (Hanson, RCA 0004 (RCA, ASCAP))	4
23	29	PLASTIC TRAINS, PAPER PLANES—Joan Jett (Joan Jett, RCA 0004 (RCA, ASCAP))	58	53	THE DEVIL IS A WOMAN—Barry Manilow (Barry Manilow, RCA 0004 (RCA, ASCAP))	90	100	CALIFORNIA BLUES—Gladys Knight (Gladys Knight, RCA 0004 (RCA, ASCAP))	4
24	10	DARLIN' (Don't Come Back)—Brenda Lee (Brenda Lee, RCA 0004 (RCA, ASCAP))	59	68	TWO MUCH MUCH BACK—Lenny Davis (Lenny Davis, RCA 0004 (RCA, ASCAP))	91	52	BAD, BAD, BAD COWBOY—Imagined (Imagined, RCA 0004 (RCA, ASCAP))	4
25	39	ARMS FULL OF EMPTINESS—Don Gibson (Don Gibson, RCA 0004 (RCA, ASCAP))	60	64	COUNTRY GIRL (I Love You SO)—Don Gibson (Don Gibson, RCA 0004 (RCA, ASCAP))	92	99	THE FIDDLE MAN—Don Gibson (Don Gibson, RCA 0004 (RCA, ASCAP))	4
26	10	I'LL NEVER BREAK THESE CHAINS—Sandy Denny (Sandy Denny, RCA 0004 (RCA, ASCAP))	61	65	THAT'S WHAT I'LL DO—Don Gibson (Don Gibson, RCA 0004 (RCA, ASCAP))	93	—	BLEEP YOU—Carl Smith (Carl Smith, RCA 0004 (RCA, ASCAP))	4
27	39	ON OH MY WOMAN—Joan Jett (Joan Jett, RCA 0004 (RCA, ASCAP))	62	66	THE LAST BLUES SONG—Don Gibson (Don Gibson, RCA 0004 (RCA, ASCAP))	94	95	CRYING EYES—Mick Davis (Mick Davis, RCA 0004 (RCA, ASCAP))	4
28	10	TALKING WITH MY LADY—Johnny Rivers (Johnny Rivers, RCA 0004 (RCA, ASCAP))	63	38	WAP UP YOUR AROUND ME—Johnny Rivers (Johnny Rivers, RCA 0004 (RCA, ASCAP))	95	96	YOUR SWEET LOVE—Jimmy Davis (Jimmy Davis, RCA 0004 (RCA, ASCAP))	4
29	17	PENNIES—Peter Rogers & Sally Peters (Peter Rogers & Sally Peters, RCA 0004 (RCA, ASCAP))	64	70	SECOND CUP OF COFFEE—George Harrison (George Harrison, RCA 0004 (RCA, ASCAP))	100	97	2000 MEMORIES—Bobby Lewis (Bobby Lewis, RCA 0004 (RCA, ASCAP))	4
30	37	CARRY ME BACK—Stacy Rogers (Stacy Rogers, RCA 0004 (RCA, ASCAP))	65	80	THE LAST BLUES SONG—Don Gibson (Don Gibson, RCA 0004 (RCA, ASCAP))	96	98	CRYING EYES—Mick Davis (Mick Davis, RCA 0004 (RCA, ASCAP))	4
31	17	EVERYBODY HAS THE BLUES—Marty Balin (Marty Balin, RCA 0004 (RCA, ASCAP))	66	74	THE LAST BLUES SONG—Don Gibson (Don Gibson, RCA 0004 (RCA, ASCAP))	97	—	COUNTRY & POP MUSIC—Jimmy Davis (Jimmy Davis, RCA 0004 (RCA, ASCAP))	4

The Original.

Tanya Tucker is one of those rare things that arrives on the music scene every few years and takes it by storm.

She's an original.

At fourteen she had developed a singing style all her own... and a taste for a new type of earthy, true-to-life song.

Her first album included "Delta Dawn" and "The Jamestown Ferry." Songs that will continue to be covered for years to come.

Her second album has already given Tanya two Number-One country hits... "What's Your Mama's Name" and "Blood Red and Goin' Down."

Now, at fifteen, Tanya is on the verge of exploding nationally...

As all true originals inevitably must.

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Country Music

Nashville Scene

By BILL WILLIAMS

Rice Records has made a distribution deal with Shelby Singleton's Plantation. ... Dorothy Hess, formerly with Buddy Lee Attractions, is now with the Roger Talent Enterprises. ... Marty Robbins had to call off his scheduled birthday party at WSM because of hurting his shoulder while working on his nearby farm. He also had to cancel some appearances.

Billy Walker, the MGM singer, is now produced by Bill Walker, the Australian who hit it big in Nashville. ... Dickey Lee and wife, Linda, are expecting their second baby sometime late in November. ... Nat Stuckey may be the most honored person around. Previously an honorary citizen of Lafayette, La., and a colonel on the staff of the Louisiana Governor, he now has been made an honorary citizen of Baton Rouge. ... Charlie Louvin is a believer in youth. On his road show, his entire band ranges in age from 19 to 21. ... Ivory Jo Hunter is in Nevada for a tour of colleges.

Ronnie Prophet, ever expanding, has signed a new group to a personal management contract. The group is known as Blue Field. Two brothers in the group are named Scruggs, but are not related to Earl. ... Earl Owens has signed personal management contracts with Brian Shaw and Del Delamont. He already is handling Charlie Louvin and Joie Brown.

Bill Woods, a pioneer in music in Bakersfield, is toying with the idea of making a run for sheriff of Kern County. ... Composer Rick Sagall has been signed out of Nashville to an exclusive contract by the music division of Columbia Pictures Industries. The division will acquire his catalog of some 50 songs. ... Jim Wagner of Concert Express has acquired the Osborne Brothers and Don Bowman for an extensive tour with the Merle Haggard show this fall. It closes Dec. 1 in Omaha.

Mac Wiseman set them on their ears in England. As the only featured performer on the bill, he sold out in advance for most of the eight concerts he performed for Mayra Conn in the United Kingdom. Mac also did a series of BBC radio and television shows. ... Jack Reno is staying busy away from WLBE-AM in Cincinnati. He's all over the place doing personal appearances. ... Ural Alberts, who has a hit record on Toast, was driving a truck right up to the day he cut his session.

A couple of weeks ago, a group calling itself the Lynn Anderson Fan Club sent out a survey sheet on the great CBS artist. Now, it develops, she doesn't even have a fan club. Somebody's kidding someone. ... More than 10,000 showed up to see Roy Clark perform at the Monticello, N.Y. race track. Buck Owens will do the show next week. All this was pioneered by the Eastern States Country Music, Inc., with Mekey Barnett doing the bulk of the work. ... The Sons of the Pioneers will appear at the Texas State Fair at the World Gateways Exposition. The group is celebrating its 40th anniversary in the field of country music. ...

Tommy Cash and his band are off on the longest continuous tour of Tommy's career, covering 27 consecutive dates in Europe. ... Ronnie Sessions and Patty Tierney have affiliated with Nashville's Top Billing agency for personal appearances. ... Look for a duet single with Bud Logan and Wilma Burgess. ... Acclaim Music writer Jimmie Peters has signed a recording contract with MCA. ... Arlene Harden really flew

to a Shory Lavender-booked date in Rancho, Calif. She flew part of the way on commercial airlines, switched to a private aircraft, and made the final lap in a helicopter.

Earl Strickland and Bobby Stanley have signed contracts with Elvir Records, and will have debut records this fall. The Sellers Players and Blue Grass Experience have just cut their first recordings for the Wilmington, N.C., label. ... Great producer Ken Mandelkow, who now is totally country after his pop successes, is finishing an LP on Doyle Holly. He also is producing Waylon Jennings, Tompall Glaser, Connie

Eaton, the Hagers, and a new group known simply as Country.

ABC's Johnny Carver will headline the "Toys for Tots" December campaign in his hometown of Jackson, Mississippi. ... Dolly Parton, Del Reeves and Jerry Clower will represent country music on an upcoming national March of Dimes radio spot campaign. ... MCA's Jeanne Pruett helped open the Hamilton Hall in Hamilton, Ont., when she appeared in a show with a lot of everything. She shared the spotlight with singer Ferlin Husky, pop artist Tony Bennett, and comedian-musician Victor Borge.

Billboard

Hot Country LPs

Billboard SPECIAL SURVEY
for Week Ending 10/13/73

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* Star Performer—LP's registering proportionate upward progress this week.

THE WEEK	LAST WEEK	WEEKS ON CHART	TITLE, ARTIST (Label & Number, Distributing Label)
1	1	6	YOU'VE NEVER BEEN THIS FAR BEFORE (BART'S GONE)—Conway Twitty, RCA 350
2	3	10	I LOVE OLIVE BRUIES—Merle Haggard, Capitol SP 11290
3	5	6	LOVE IS THE FOUNDATION—Loretta Lynn, RCA 715
4	6	27	JESUS WAS A CAPRICORN—Kris Kristofferson, Monument AZ 37008 (Columbia)
5	4	10	LOUISIANA WOMAN, MISSISSIPPI MAN—Loretta Lynn & Conway Twitty, RCA 350
6	2	25	BURNING CLOSED DOORS—Charlie Rich, Epic AZ 32747 (Columbia)
7	7	16	SATIN SHEETS—Joanne Prentiss, RCA 358
8	10	8	THE BRONDA LEE STORY—Bronda Lee, RCA 2402
9	10	10	TWIP TO HEAVEN—Freddy Hart, Capitol SP 31187
10	11	10	LOVE & MUSIC—Porter Wagoner & Dolly Parton, RCA AP1 1208
11	9	8	ELVIS—Elvis Presley, RCA AP1 1203
12	12	19	WHAT'S YOUR MAMA'S NAME?—Tanya Tucker, Columbia KC 3272
★	18	2	FULL MOON—Kris Kristofferson & Rita Coolidge, A&M SP 4003
14	13	18	ON WILLIAMS, VOL. 1—JAN 4004
15	18	15	CLOVER POWER—Jerry Clower, RCA 317
★	14	11	THE WORLD—Lynn Anderson, RCA KC 32479
★	40	2	PAPER ROSES—Mavis Odom, WEA SP 4010
16	11	11	BILL—Bill Anderson, RCA 315
19	15	11	NOTHING EVER HURT ME (Half As Bad As Losing You)—George Jones, Epic AZ 32417 (Columbia)
★	17	7	IF SHE STILL HELPS ME GET OVER YOU—Sonny James, Columbia KC 32701
★	35	2	PRIMROSE LAKE/DON'T GIVE UP—Jerry Wallace, RCA 364
★	22	30	INTRODUCING—Johnny Rodriguez, Mercury SP 63118 (Pye/Phonogram)
★	29	3	ALL I EVER HEARD TO DO WAS SING—Johnny Rodriguez, Mercury S 686
★	23	12	COME LIVE WITH ME—Ray Clark, RCA 005 70018 (Pye)
25	29	23	SHE NEEDS SOMEONE TO HOLD HER—Conway Twitty, RCA 303
26	25	23	GOOD TIME CHARLIE—Charlie McCoy, Monument AZ 32215 (Columbia)
★	36	4	SLEPPIN' AWAY—Jean Shepard, United Artists UA 1548
★	33	3	KIM WILSON'S BACK, Volume 1—Leon Russell, Shelter SR 8523 (Capitol)
29	14	20	TOMORROW NIGHT—Charlie Clark, RCA AP1 14750
30	27	30	EXTENTATIONER OF THE YEAR—Loretta Lynn, RCA 350
31	26	5	JUST WHAT I HAD IN MIND—Faron Young, Mercury SR 1574 (Phonogram)
32	19	16	LORD, MR. FORD—Jerry Reed, RCA AP1 12338
33	20	9	CAL SWELL—RCA 364
★	34	3	SWANWELL—Mac Davis, RCA 315
★	39	17	SWEET COUNTRY—Charlie Pride, RCA AP1 1277
36	21	13	MR. LOVEMAKER—Johnny Paycheck, Epic AZ 32387 (Columbia)
37	31	3	JOHNNY CASH & HIS WOMAN—Johnny Cash & June Carter, Columbia KC 32463
38	30	6	DRIFT AWAY—Marcel Fels, Columbia KC 3505 (R.S.)
39	42	2	SUNDAY MORNING COMING DOWN—Johnny Cash, Columbia KC 32745
40	41	5	THIS IS—Tony Booth, Capitol SP 11275
41	47	27	THE RHYMER AND OTHER FIVE AND OTHERS—Tom T. Hall, Mercury SR 1 148 (Phonogram)
42	42	9	MARTY ROBBINS—RCA 342
43	31	26	SUPERSTOCKER—Chuck Berry 3055 (Mercury)
44	32	13	HONEY TONK HERDS—Waylon Jennings, RCA AP1 0740
45	—	1	EARL SCRUGGS REVUE—Earl Scruggs, Columbia 32426
46	45	5	DORSEY BURNETTE—Capitol SP 11219
47	—	1	TEACH THE MORNING—Don Gibson, Mercury 4501
48	—	1	CARRY ME BACK—Stefar Bros., Mercury 676
49	48	5	DOYLE HOLLY—Dorothy 15010 (WGN)
50	—	1	SUMMER (THE FIRST TIME)—Bobby Goldsboro, UA 14324 F

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Pacific Stereo's Warner Bros. 'Q' Tape Success; HiFi/Weekend Wet, Exciting

By EARL PAIGE

ARLINGTON HEIGHTS, Ill.—Heavy rains that soaked the free outdoor rock concert part of Pacific Stereo's promotion at the racetrack here failed to dull what was regarded as one of the most exciting hi-fi events ever held in the market. Dick Schram, merchandising manager of the chain with six outlets locally, put the expenditure for the Sept. 28-30 event here and one scheduled for Oct. 5-7 at San Francisco's Cow Palace at between \$250,000-\$300,000. Mixed reaction was reported from reps and manufacturers about the poor turnout midway through the three days.

(Continued on page 37)

Car Stereo Push in Premiums

CHICAGO—More audio equipment manufacturers are focusing on the mushrooming \$4 billion a year premium market with Lloyds Electronics, Muntz and Craig among first-time exhibitors at the National Premium Show here last week. Stereo companies continue as a leading item for premium users with quadristic still not being pushed as a stand-out item. Completely new, however, is automotive stereo.

A main reason for new involvement by firms such as Craig is the steady maturity of hardware manu-

facturers, who can now offer continuity of a line and delivery guarantees, two key factors, said Craig's Jack Weiler. Yet another key factor is the trend toward more domestic manufacturing and assembly, as mentioned by Shelly Rudin of Lloyds, a firm that has stepped up domestic assembly via three U.S. plants.

Of course, many hardware manufacturers have long pursued the premium business, pointed out Robert Schiff of Toshiba. It is not the easy field it appears at first and long-

LOS ANGELES—Warner Bros. Records received a lot of publicity when they released their share of the WEA quadristic disk release several months ago, but Warner's 4-channel 8-track release is also doing well, with two of the releases hovering around the 15,000 mark in sales from branches to retail accounts.

According to Warner Bros. direct-

range planning is involved, several said.

The premium field is also multifaceted, and folds over into catalog showrooms, trading stamps and the whole general area of promotion. In-

(Continued on page 36)

Eye Tape\$

(Story on page 1)

Le-Bo Expands Case Mfg.

By RADCLIFFE JOE

NEW YORK—Le-Bo Products Co. Inc. has acquired the assets of the Brooklyn-based Amber Leather Case Co. for a figure reported to be in the vicinity of \$1 million. The agreement, in principle, was reached between Leslie Bokor and Leslie Dams, president and sales manager, respectively, of Le-Bo, and Adam Busyn, president of Amber Leather Case.

According to Bokor, the acquisition of the tape and record carry case manufacturer, will not only give Le-Bo the facilities it needs to expand

tor of tape operations Lou Dennis, the two releases seeing most action at the present are Seals & Crofts' "Diamond Girl" and the Doobie Brothers' "The Captain and Me." The other five tracks in the release—Arlo Guthrie's "Last of the Brooklyn Cowboy," Frank Sinatra's "My Way," the Mystic Moods' "Awakening," and releases from Brad Miller and the San Sebastian Strings—are also moving well according to Dennis.

Dennis added that while the rock tapes seem to be moving fastest, Warners will continue to offer product in a broad range of musical categories. "We have no intention of ignoring any segment of the record buying public," he said. "The reason the rock tapes are moving a little better than the others is probably because the consumer buying quadristic tapes and records is the same consumer purchasing stereo disks and tapes, and rock is still the biggest seller."

The label is already planning their November quadristic release for

disk and tape, which will include a new Neil Young LP, Alice Cooper's "Billion Dollar Babies," James Taylor's "One Man Dog," The Mothers of Invention's "Overnite Sensation."

(Continued on page 34)

APAA AT 560

CHICAGO—The Automotive Parts & Accessories Association (APAA) show here Oct. 22-24 at McCormick Place is up to 560 exhibitors. Opening morning, the organization will take a look at its purpose with a seminar titled, "Our Show: Battlefield and/or Learning Field." Moderator is Dan Carter, Carter & Co. The buyer panel: Bernard Frank, Charles Higgins, Charles Schwartz and Stewart Sloan, manufacturer panel: John Argos, Allan Bloch, Stan Goff and Dan Gregg; manufacturer rep panel: Ed Cadden, John Grant and Malcolm Shapiro.

Videocassette Mailers Add to TV Accessories

NEW YORK—Reliance Plastics and Packaging has developed a line of corrugated mailers for U-Matic videocassettes in their standard vinyl cases, and is making the line available for immediate delivery, according to Marshall Weingarten, president of the company.

According to Weingarten, the mailers are made of multi-wall construction to ensure adequate strength for return trip use. The car-

tons are supplied flat, and can be assembled without the use of staples or tape. "However," he added, "a tape closure is recommended to prevent undetected pilferage during shipment. The mailers are being offered in a variety of sizes."

Reliance also manufactures a complete line of heat sealed vinyl albums, and corrugated paperboard packages for both video and audio cassette programs.

and remain competitive, but will also play a major role in helping it to circumvent the major wood shortage that is now affecting the industry.

Bokor said that the acquisition of Amber Leather Case, while helping to increase Le-Bo's strength at the market place, will also ensure the maintenance of the company's price structure, established in 1970, and unchanged since then.

He added, "Additional advantages include the maintenance of prompt delivery schedules for which we have developed a reputation,

better warehousing facilities, and direct from factory shipments."

With the acquisition of Amber Leather Case, Le-Bo plans to move heavily into the mass merchandise market, which it had serviced on a limited scale for some time. The company will also set up its private label division, and negotiations are already underway with prospective clients.

According to Bokor, operations at Amber Leather Case, already in high gear with some 80 employees

(Continued on page 35)

Independent Dealer Takes on Shopping Center Giants

By GRIER LOWRY

TAPE figures importantly in Joe Henry's volume in his small shop in Topeka, Kan. where he is pitted against giant retail organizations in the White Lakes Shopping Center. Henry is shown at left (center) with "Mike," a dealer at the Grasshopper (a Topeka night club) who plugs Henry's shop. Kathy Seymour specializes in special orders working through the FINE Board Publication service.



TOPEKA, Kan.—Free-standing, independently-owned record-tape shops competing in shopping centers against big chains have their work cut out for them and matching prices with the chains and their buying power can pose a challenging dilemma. "But this type of competitive situation can be neutralized," claimed Joe Henry, who operates Joe Henry's Records, White Lakes Shopping Center here. "What you do is fill in missing links in the chain's merchandising and customer service program. You may not be able to stay even with him on big-gun promotions but you look around and find inexpensive ideas for pushing sales."

"And," he said, "you work to build a name for specializing on one or two types of music and build in people who don't shop where the price is lowest but where they stock their music and have knowledge of it." One chain in our shopping center is killing us right now pricing 8-track tape \$1.06 under us for the same brands," Henry said. "This has cut out tape business but we know it is only a temporary downturn because over the long haul all those good things we have going for us will gradually get that business back." "All those good things" have been a strong influence in keeping the volume always above \$1,400 weekly and at a peak of \$3,000 week. The shop was opened only last May.

The impressive aspect is that it's done with a \$26,000 (retail) inventory packed into only 320 square feet of space. The inventory breaks down into about 16 percent 8-track tapes, 3 percent cassettes, 16 percent 45's, about 6 percent in accessories and cleaning equipment and the remainder in LP's.

The two-by-four space limitation creates a dilemma but every inch is made to count and the facilities include a 5-foot table-top display case for cassettes and two custom-built 8-foot high-rise glass-enclosed cabinets for a stock of about 700 8-track tapes. Both units are located at the front of the layout. The 8-track cabinet features the conveyor line which transports tape to the front cashier station. An overhead canopy displays carrying cases, \$1.77 to \$7.95, with a \$6.95 case with a capacity of 30

8-track tapes selling well because it isn't big and bulky and holds a lot of tapes. Henry likes the 45 percent profit margin on accessories compared with the 25 percent margin on tapes and records.

Impulse trade in other accessories—guitar strings, picks, tape cleaning heads and related items—are brisk as a result of a 4-foot pegboard display at the back of the front cashier's station where the shop is located.

Henry's background includes managing two J.L. Duckwall company stores in Colorado Springs and Topeka. He nurtured long-time ambitions to own a business and decided on a record shop because the capital outlay wasn't too bad. Not a musical sharpie, he says, his knowledge of retailing this product was meager. But he did a lot to minimize that problem by hiring Kathy Seymour, who had managed the music department at Penney's in the shopping center.

The shop has built a quick reputation for selling hard rock and soul music. Rock contributes about 60 percent of the volume and soul about 25 percent. The dominant buying group is composed of 15 to 25-year-olds. A sell-out in their record and 8-track was the Allman Brothers', "Brothers and Sisters."

(Continued on page 37)



Every possible way your customer can imagine to enjoy car stereo. Panasonic has all the sounds. AM and FM. 8-track. Cassette. 4-channel. In all sizes and shapes. In every listening combination and price range.

In car radios we've 8 different models. AMs. FM/AMs. And FM/AM/FM stereo models. Along with customized radios for all '73 Chevrolet model cars and trucks. It's the widest choice on wheels. Matched by the widest selection of features. Pushbutton or manual tuning. Variable tone control. AFC on FM. Adjustable shafts for easy

installation. And much more. It all adds up to the highest fidelity, sensitivity and selectivity on the highway.

In 8-track we've 9 models in all. From an economy compact that can fit in the glove compartment... to one that's teamed with an FM/AM/FM stereo radio. There's even a 4-channel player. So your customer can enjoy the latest dimension in audio entertainment. Both in his car and at home. Simply slide the unit out of its lock-tight bracket... slide it into an optional home cabinet.

And we have five dynamite

cassette players. One's a luxury console that bolts onto the floor. Another's an under-the-dash model with FM/AM/FM. There's also an ultra compact player that fits in the glove compartment. Your customer's sure to find the right styling and combination of features he's looking for.

8 car radios. 9 eight-tracks. 5 cassette players. 22 for the road from Panasonic. Ready to help you on the road to sales success.

Panasonic
just slightly ahead of our time

Twenty-two for the road.



N.Y. Fair Trade Bills

NEW YORK—The seessaw status of Fair Trade in this state hangs in the balance once more with the reintroduction of two bills to repeal the controversial law, to the State's legislature.

One bill, designed to repeal the non-signer clause, has been sponsored by Senator Bernard Gordon, and Assemblyman Milton Jonas. If passed, it would have the effect of rendering fair trade in this state virtually ineffective.

The second bill, designed to re-

peal the Feld-Crawford Act, was introduced by Assemblyman Eugene Levy.

A number of proponents and opponents of the bill showed up at the hearings held before the New York State Assembly Standing Committee on Commerce, Industry and Economic Development, and the Select Committee on Consumer Protection. They included General Electric, Corning, Lenox and other firms for the proponents, and Jerry Rosenberg of Jamaica Gas & Electric, and Fred Berg of Allibrands for the opponents.

Sponsors of the bills felt that they stand a good chance of being passed next year in spite of the fact that they were not reported out of committee during the last legislative session.

Lloyd's N.E. Dist

MANCHESTER, N.H.—Lloyd's Electronics has appointed R.S.L. Distributors, Inc., as its sole distributor for the states of Maine, New Hampshire and Vermont, according to Ed Stravitz, sales manager of Lloyd's.

R.S.L. will distribute Lloyd's entire line of 4-channel and stereo sound equipment, as well as cassette and 8-track recorders, table and clock radios and calculators.

Berlin Show Bows 'Q' Units & TV Systems

BERLIN—Phillips signed a contract for standardization of their VCR systems with Hitachi during the International Radio and Television Exhibition (Billboard, Oct. 6). In other areas of the exhibition, a new quadrasonic system called UMX was introduced by Nippon Columbia adding yet another system to those already competing. German experts say the UMX system has a good chance. Other novelties introduced at the Berlin fair were a color video macro projection by Sony which will be introduced in 1974 and Hitachi demonstrated Memory Vision, said to be the first tv

(Continued on page 37)

Warner Bros. 'Q' Tape Success

Continued from page 32

the Mystic Moons' "Clear Light" and several others.

Dennis said he has already had

several recorders from his branches on the initial release. "This is a good sign," he said, "because this signifies to us that the retail account is anxious for more product from the branches.

Q Choice Selective

"We're trying to get new product, such as the Neil Young, out," Dennis continued, "because much of this is recorded in 4-channel. But we are also taking some catalog product which is suitable for remixing into quadrasonic. The suitability is very important to us, and we also have to have the approval of our engineering department and the producer involved. We refuse to remix a tape so it's nothing more than sound coming from four speakers."

Dennis said that ads for the quadrasonic material is running in several cities and bag stuffers have been made available concerning 4-channel. The ads cover both disk and tape.

"We are attempting to move both at the same time," Dennis said. "We're not really pushing one over the other because it's our goal to promote the 4-channel mode, not just tape or just disk."

The artwork on the 4-channel tape remains the same as on the stereo tape, but the slip case is a different color. The tape comes in a grey case and "Quadraphonic" is listed across the top several times. The list price of \$7.97 is price coded on the spine with a separate prefix indicating quadrasonic.

Q Buyer Demographics

"There is one unique point about the quadrasonic tape releases. It is not Warner Bros. policy to release every LP in tape format, but in the quadrasonic mode. Every disk issued in 4-channel form will also be made available in 8-track tape form. "Probably the main reason for this," Dennis explained, "is that we are being extremely selective with what we release in 4-channel. We will have established product or new product by established artists. And we will also offer material from time to time which is basically sound effects oriented, such as 'Sounds of the Southern Railroad Steam-engines.'"

Dennis offered another reason for offering a broad variety of music in the initial quadrasonic releases. "Since the fact that we want to appeal to all buyers, we also want to find out what is going to sell best in the 4-channel configuration," Dennis said. "There is really no way to discover this unless we mix up the kind of music in the initial releases."

Talking about the current and upcoming releases, Dennis said he is excited about the response from the

Magnavox Adds Units

NEW YORK—The Magnavox Co. has released an expanded line of tape recorder equipment with its 1974 catalog of product. The move, according to Magnavox officials, was geared to meet rapidly changing consumer requirements.

The cassette player/recorder line features push-button cassette ejection, automatic level controls, solid-state engineering, and, in some units, AM/FM radios.

Among the featured models is the TD 3253, a portable cassette recorder/player with built-in mike and jacks for optional earphone and microphone.

The TD 3301 features a pop-up AM/FM radio in a compact cassette player/recorder system. It also features digital counter, and volume and tone controls, as well as a bat-

tery meter and built-in mike. Other features include jacks for optional auxiliary microphone and AC auto adaptor, patchcord and earphone.

Magnavox has also added three new 8-track units to its existing line. The decks, according to Magnavox officials, can easily be added to existing component systems.

Top of this line is the model 3503, an 8-track recorder/player that features push-button left and right channel recording controls, push button for fast forward, program select and eject, three-position slide control for replay, repeat and auto eject, and slide control for stereo-manual and automatic level control. Model 3502 is a player only system with many of the features of the 3503, and model 3501 is a companion to 3502 with a budget price tag.

Also featured in the Magnavox 1974 catalog are a number of 8-track modular music systems. Among them is the model ED 1900 with AM/FM radio, right and left channel volume controls, jacks for additional optional tape recorder equipment, and optional phonograph and headphones. The main unit and its speakers are finished in grained walnut.

Model ED 1902 also incorporates AM/FM radio in a 8-track player system, and many of the features of the ED 1900. Model ED 1906 is another 8-track system in the same modular family. It features an automatic cassette recorder/player system that can supply up to 12 hours of non-stop music, and can also record both sides of 12 cassettes automatically. An AM/FM radio completes the system. A full line of speaker systems has also been released to complement the new line of audio components.

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Rep Rap

Dr. Franklin W. Gilchrist, president, ATI (Apptitude Testing for Industry), will discuss psychology techniques in hiring salesmen at the 1973 Representative Association (ERA) Conference & Interactive Marketing conference in Madrid Jan. 27-Feb. 3. Widely-published author in the field of evaluating employees through aptitude testing, he will touch on 1) how natural it is for a sales manager to go wrong in using a prospective employee; 2) rules in hiring a salesman; 3) seldom-used sources of good salesmen; 4) how to extract facts from references; 5) why psychological tests are essential (and how to avoid pitfalls in testing); 6) sales experience vs. sales aptitude. A follow-up study of 97 top salesmen ten years ago will be presented. ERA at 233 E. Erie, Chicago 60611. Has a brochure outlining the entire program in Madrid.

ERA management conferences began this week in San Francisco at the Hyatt Embarcadero Friday (12) and will continue in Chicago (Oct. 19), Williams, Mass. Oct. 26-27, and Nov. 15 in Cleveland.

Featured for the six-hour ERA "Management by Objectives" seminar is Sam Francisco Jr., ERA's assistant in San Francisco and Dr. Gauthier Klaus, managing director and senior associate of the Institute of Advanced Planning.

Dr. Klaus will present highly successful techniques in establishing objectives for both the individual salesman and the company. He demonstrates how to help each individual become committed to his own personal sales goals, how to encourage creative approaches for reaching those objectives, and how to monitor the groups progress and keep the organization's enthusiasm and headed in the right direction.

Dr. Klaus, an internationally known business economist and management consultant, received his doctorate in business economics from Fredeix Alexander University, Erlangen-Nuremberg, Germany. He has been an instructor in management and marketing at the University of California and the University of Southern California, as well as a consultant to American, Mexican and European firms. He is on the board of directors of a number of associations, including an electronic representative firm and a fast growing chain of hi-fi computer stores. Fee for this conference: \$85 for ERA members; \$100 for non-members.

Craig Premium Sales, headed up by John E. Lutz, 1302 Commercial Ave., Northbrook, Ill. 60062 (312) 498-6060, is now handling the Craig line in the premium field separate story on National Premium Sales and an emphasis on car stereo. Lloyd's Electronics director of advertising Norman G. Robinson is looking for reps in the premium field. Lloyd's is located at 5 Paul Kommer Place, Paterson, N.J. 07407 (201) 791-5100.

Pacific Stereo's "Hi-Fi Extravaganza" (see separate story) recently found dozens of

New A/V Intl Chief

ZURICH—Rudolf Wendorff, managing director of the Bertelsmann Publishing Group, has been appointed president of the International Publishers Audiovisual Association (IPAA) here. He succeeds Dr. Teulings of the Verenigde Dierlandse Uitgevers Bedrijven NV, Holland.

The other members of the IPAA, founded in February 1971, are G. Mondadori, general manager of Mondadori, Italy; Esselte Bonnier Audio Visual of Sweden; Editions Rencontre of Switzerland; Librairie Hachette, France; and the Thomson Organisation, U.K. General secretary is Herbert Winter.

Le-Bo Expands

On the payroll, will be accelerated in the coming months, with the present staff being doubled. The Amber Leather Case plant opens an estimated 30,000 square feet of space. Its acquisition brings Le-Bo's operating facilities to over 100,000 square feet. Le-Bo Products Co. is one of the country's major accessories producers. The major percentage of its business is in carry and storage cases for tapes and records.

reps helping out, including William Welser, Fred Klein, Armin Herrera, Don Gibson and Eric Soren of CEM, 990 W. Montrose, Chicago 60634 (312) 685-9500. Among items handled are Dual, Phase Linear and Rectilinear.

Casio Inc., New York, makers of electronic calculators, recently announced reps for its new Consumer Products Div. (Billboard, Sept. 29, Rep Rap).

Midwest Casio reps are: Miller-Pattishoff Assoc., 150 Michigan Ave., Detroit 48226 (313) 961-0211 (Mich. and Toledo, Ohio); L.R. Marketing Inc., 21600 Mercantile Rd., Beachwood, Ohio 44122 (216) 292-6310

(Ohio, W. Va.); Schaffer & Assoc., 6034 N. Cicero Ave., Chicago 60646 (312) 543-2225 (N. Ill. & Wis.); New/Eze Sales Corp., 5335 N. Tacoma Ave., Indianapolis 46220 (317) 257-7333 (Ind.); Ky-E Flinders Sales Co., 13782 Gurnee Rd., Dallas 75234 (214) 239-0216 (Miss., La., Ark., Okla., Tex.); and Harry Haugen Assoc., 9001 W. 77th St., Minneapolis 55435 (612) 835-3292 (Minn., W. Wis., N.D., S.D.).

For the Western states, Casio chose: Harry Haugen Co., 13026 Sunnyside, N. Seattle 98133 (206) 364-8609 (Wash., Ore., W. Mont., N. Ida.); Olson Sales, 195 S. 8th St., San Mateo, Calif. 94401 (415) 347-7071 (N. Calif., N. Nev.); California Marketing Assoc., 4130 Atlantic, Long Beach, Calif. 90807 (213) 426-0106 (Ariz., and N. Calif.

and Nev.); and B & B Electronic Products Inc., 884 S. Lapan, Denver 80223 (303) 934-2123 (Wyo., Utah, Colo., N.M., E. Mont., 1st. Tex. Panhandle).

Harry Barton and son Jeff Barton, and associates Frank Weisbar and Peter Schueyler have taken on the consumer and home entertainment Tete line for southern California and northern Nevada. Barton and Barton will be displaying the line at show-rooms at the Western Merchandise Mart, 1355 Market St., San Francisco. The firm has been located in the San Francisco area for many years.

Gil Miller has added Magistra flay poly-

planar industrial and picture frame speakers, and Editor wireless audio systems to his line of intercom equipment which includes Alphabone, ASAC, Gramplan, Vortronics, Pickett-Sperry, Tapeathon, Wald Sound and Tru-tone. The man in charge of commercial sound and professional items at GIM Sales Corp., 275 N. Broadway, Jenico, N.Y. 11753 (212) 495-0429 is George Brown.

All personnel from C. L. Pugh & Associates, Inc., attended the recent DMR Conference (distribution, manufacturers reps) held jointly by the Buckeye and Keystone Chapters of ERA in Cambridge, Ohio, Sept. 30-Oct. 3. In Cambridge were Dick Gabeler, Bob Martin, Sam MacCall, Glenn Schradler and Ted Maganoni.

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250 up	2.50 each

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#54 HOLDS 24 8-TRACK TAPES

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100 up	2.50 each
250 up	2.40 each

Quantities can be assorted



#12 HOLDS 12 8-TRACK TAPES

50 up	\$2.50 each
100 up	2.30 each
250 up	2.20 each

Quantities can be assorted



#PC-30 HOLDS 30 CASSETTE TAPES

50 up	\$3.00 each
100 up	2.75 each
250 up	2.50 each


Quantities can be assorted



#LS-8 LAZY SUSAN HOLDS 48 8-TRACK TAPES

50 up	\$3.75 each
100 up	3.50 each
250 up	3.25 each

Quantities can be assorted



#LP FOR YOUR LP RECORDS

50 up	\$2.55 each
100 up	2.45 each
250 up	2.35 each

Quantities can be assorted



#45 HOLDS 45 R.P.M. RECORDS

50 up	\$1.90 each
100 up	1.80 each
250 up	1.70 each

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CBS Offer

NEW YORK—In a move designed to convince the consumer that Columbia Magnetics blank tapes are among the best available on the market, the company is offering a polybag special promotion that allows the customer to buy either blank loaded cassettes or 8-track cartridges and get a pre-recorded tape of his choice free.

According to Ted Cohen, manager of consumer sales for Columbia Magnetics, the offer applies to the firm's line of low noise products, and allows the consumer to choose a pre-recorded tape from a random selection of rock, classical, jazz or country music each time he purchases a polybag of three C-60 cassettes or three 80-minute 8-tracks at a cost of \$6.98.

Columbia Magnetics is also offering a three-pack polybag of its Soundcraft product for 99 cents, a saving of \$2.01 on the regular list of the product.

Cohen said that although there were many three-pack offers on the market today, Columbia Magnetics' offer was unique in that it offered slip sheets, steel pins, hub locks and solid windows on both the budget-priced Soundcraft and the high end Columbia line.

The offer is being backed by special packaging, and eye-catching point-of-purchase displays.

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Sony Move Into Network TV for Fall Promotion

NEW YORK—The Sony Corp. of America will use the facilities of network TV for the first time this fall to promote its line of consumer electronics products, according to Dan Gallagher, the firm's national advertising manager.

The facilities of both ABC and NBC will be utilized by the campaign scheduled for launching Oct. 13, with a series of 30 second spots to be aired during the World Series. The ads, prepared by Doyle Dane Bernbach will be aired in 12 different programs every week for the duration of the campaign. Spots will also be made available for Sony dealers to use in their local areas.

The extensive ad campaign will also utilize the facilities of the print media via one and two page full color insertions in about 20 major magazines. Newspaper ads will be

used for the company's co-op advertising program because, according to Gallagher, they pinpoint dealers on the local level.

A variety of point-of-purchase displays will help round out the program.

Two Sony 8-tracks

LOS ANGELES—Superscope, Inc. has bowed two 8-track playback decks from Sony.

Models are the TC-208, a stereo unit, and the TC-258, a 2-channel/4-channel version. Both units include a repeat button, fast forward and automatic and manual program switching. The TC-258 also features automatic 2-channel to 4-channel switching.

The TC-208 retails for \$89.95 while the TC-258 carries a tag of \$119.95. Both units are AC powered.

Car Stereo

PREMIUM PUSH

• Continued from page 32

deal, Point of Purchase Advertising Institute holds its show in conjunction with NPS and so does Incentive Travel & Meetings Exposition with the whole McCormick Place fo-

cus called "Marketing Promotion Week."

Ancillary activities include such conferences as the one on the black consumer market at the Sheraton O'Hare Hotel Oct. 19 sponsored by the National Advertising Association of America titled "Tapping the \$55 billion black consumer market."

A dramatic growth area is direct response marketing, which has gone from 24.5 million in 1969 to 85 million last year, according to Malcolm F. Dunn, Batten, Barton, Durstine & Osborn. Stereo is among the mix of products and services going into direct response.

Dunn, who said the aim of all good advertising "is a believable promise directed at the right audience," said direct response offers 1) new distribution, 2) effective measurement of advertising and product appeal, 3) test of new appeals that can be applied to all advertising and promotion.

Though still a handful, the number of hardware manufacturers here included Panasonic, RCA, Morse, Triumph-General Time, Topp, Magnavox, Sony, Hear Muffs and Fisher Radio.

The car stereo aspect was debated. At Channel Master, another long-time premium marketer, a spokesman said car stereo was a poor item because of the installation factor. But Arnon Ainsfield, premium accounts sales manager, Muntz, said, "The premium field has many facets. I see car stereo as a very popular incentive item."

Manufacturers have to gear to the premium market, said Weiler. Craig, for instance, is now offering speakers in two sizes for premium users, the 9423 at 11% by 18 by 6% and the 9424 at 12 by 22 by 8.

Some are using rep organizations dealing in the premium market as is Craig via John E. Lau here (see Rep Rap).

Price offerings differ too, of course. One manufacturer's list shows 8-track players with a list price of \$49.95 priced for premium users at \$25.95 and \$28.15 if drop-shipped with four units per carton. A model with AM/FM stereo listing at \$130.95 is offered at \$72.45 and \$76.75 if drop-shipped.

For many manufacturers and reps entering the field it means a whole new lexicon of terms such as self-liquidators, free offers, consumer sweepstakes, contests, retail premium promotions, community activities, all set forth in detail in PAAA's premium yearbook.

New Products



BSR McDONALD "Total Turntable" Model 260AX features magnetic cartridge, cue/pause control, and dust cover at \$76.80 retail.



ELECTRET Condenser Cartridge C-401S, utilizing Toshiba America's new sound conversion principle, is now available with matching equalizer, SZ-200, and in SR-80 turntable. Price: \$129.95.



GENERAL ELECTRIC's Model SC2005 is a compact system including AM/FM stereo receiver, 9-inch turntable, dust cover, and two 14-inch speakers. At retail tag of \$125.95, unit gives "QuadraFit" sound when two more speakers are attached.



AT LIST of \$119.95, Sharp Electronics offers the RD-712 4-track, 2-channel, 7-inch reel-to-reel recorder deck. 3-speed operation is possible in vertical or horizontal position.



SCINTREX new stereo headphones, Model 10/10, lists at \$39.95.



STEREO headphone equalizer from Robins Industries allows each channel to be adjusted individually. List price for model R7005: \$20.



MODEL QM-211 professional bulk order for pre-recorded reels, cassettes, and 8-track cartridges generates 60 Hz magnetic field. Nortronics suggests \$25.90 retail price.



CARRYING case for 8-track cartridges is alligator-ripped vinyl covered styrene with flocked interior. Custom Case Mfg. suggests a \$11.95 net price for the No. 54 case.



THE RCA VYC-505 features stereo tuner, 100 watt amplifier, "top-of-the-line" record changer, Dimensions IV circuitry, and sealed speakers at \$379.95 price tag.



THE RCA VYC-505 features stereo tuner, 100 watt amplifier, "top-of-the-line" record changer, Dimensions IV circuitry, and sealed speakers at \$379.95 price tag.

OCTOBER 13, 1973, BILLBOARD

Circle 7 on Reader Service

Tape/Audio/Video Tape Duplication

Yvette Parsons, co-owner with husband Roy of Parsons, Inc., Cherry Hill, N.J. believes the material shortages will ease with the oil

Berlin Show

Continued from page 34

set to give suspended animation at the push of a button.

An ultra-sound, cable-less earphone for TV sets called Solar-Phon was introduced by Nordmeide, West Germany, and Braun of West Germany demonstrated Studio 1020, a high fidelity quadrasonic system.

Meanwhile, a new system for reproducing stereophonic sound, called Dummyhead Stereophony, has been developed by three scientists with the Heinrich Hertz Institute in Berlin. It enables the reproduction of two, four or even more channels using just one channel of recorded information. The system is discrete, in that it reproduces precisely the image originally recorded. Experts regard the system as a genuine alternative to quadrasonic.

shortage, but "things are rough, with 6 to 7 week delivery on tape and 10 week delivery on other materials, with the result that jobs are held up. Parsons makes tape loaders, exercisers, verifiers and duplicators, and offers a blank loading service.

Teles Communications Div.'s new red-to-red, cassette-to-cassette, red-to-cassette build-on system, Model 300, is pushbutton operated and can be operated by non-technical people, a spokesman for the firm said.

Quadrasonic red-to-red is experiencing a rapid growth in custom duplicating, according to Bob Bikins, national sales manager, custom duplicating division of Magnetic Tape Engineering Corp., North Hollywood, Calif.

Amplex Music Div., is mounting an aggressive campaign to capture the custom duplicating business in the industrial, commercial and educational field as well as recording and marketing company business, with the result that jobs are held up and personnel. Amplex is also experiencing a rapidly growing market in pre-recorded quadrasonic red-to-

red, and will be adding new titles to the existing 30 classical and easy listening titles available now, for the largest open reel catalog by Christ-

Bill Rase Recording and Dupli-

Independent Kan. Dealer

Continued from page 32

Behind this retailer's fast start, said Henry, is the strong helping hand—in display, merchandising, promotions, stocking of ABC Record & Tape Sales, Des Moines. Phil Bernstein, district manager, is the guiding force Henry said. But an account rep who keeps up an inventory of 150 top sellers also visits the shop once a week.

The Joe Henry formula is heavily laced with lively promotions. First, a tie-in with the Grasshopper, the largest nightclub in the city, seating 3,000 persons. It features a deejay who sits over the lighted dance floor playing records on the most sophisticated sound equipment.

Joe Henry furnishes the club's jukebox records at no cost. LPs at cost plus a nickel. In return, the deejay blurs the shop name on an average of five times an hour over the sound system, giving source and address of the music. The deejay, during the evening he gives away free cards redeemable in free singles or LPs at half price to people for visiting the shop. The deejay also cuts the promotional tapes which are beamed from the shop out in front to the shopping center crowd.

Weekend price promotions, pushed over the twin speakers in the shop's baywindow are effective. The specials include three top records, such as the hot Allman Brothers "Brothers and Sisters," at marked down prices, a \$5.99 album for \$4.57 or a \$3.99 album for \$3.47. The top record or two is also included in the specials. An in-store tie-up is made with a 4-foot wide table display of featured items stationed near the front window.

Radio advertising is highlighted by a tie-in with KTOP-AM Topex, and the program "Rip Off" which includes giveaways of records to people whose names are called on the air. Winners pick up their freebies at Joe Henry's shop. The shop has about twelve spots daily on this station. Other spots are run on KJWI-AM (KeeWee), which is the Billboard Top 40 countdown station.

Tape

Twice monthly two 20-inch ads are run in the Capitol, the daily newspaper, and usually spotlights some of the new releases. When albums such as Sly and the Family Stone are featured for \$2.99, regularly \$4.77, the operator says he usually picks up 25 or 30 sales.

Henry is sold on the potential of 8-track and cassettes. He sees pre-recorded cassette sales picking up more sales, pointing to the increasing sales of cassette players to youth. He's already made sales to college kids who cassette players for school use by pointing to some of the good music they can get for their units and play in their rooms, in their cars, on the beach, etc. "The day will arrive when young people will play cassette units on the streets as they do portable radios today."

He is backed in this opinion by Bernstein, the ABC district manager, who points out that the quantity of

cassette players being sold today is fantastically high.

"The retailer who sells a portable cassette unit and two blank tapes but fails to walk the buyer over to the pre-recorded cassette display and show what is available in good music is missing a bet," said Bernstein. "That dealer is guessing that the customer plans to use that player for either taping music himself or recording lectures. The problem is to get people started thinking pre-recorded music on all those portable players being sold."

So far, however, the 8-track market is strongest in Topeka, with blacks particularly heavy buyers. And the black market isn't as apt to tape its own music on 8-track, preferring to buy pre-recorded tapes, said Henry.

Paradoxically, the black taste in this city tends more toward rock than soul, which is where the Joe Henry reputation is solid. But that isn't altogether an ideal situation, the dealer said, because country music fans tend to pass his shop up. Yet the country music market is strong in the area and these customers have a tendency to select three or four LP records or tapes per visit.

"But if you're going to have an image I'd rather have it in rock and soul," declared Joe Henry.

Service

A reputation for good customer service is also important to this retailer. He says that first and foremost he wants to be, first, in town to have a new item and, second, for going all out on special orders. Getting new music in on the double is a constant battle, he says. He points out that his customers are steady readers and when publications disclose several weeks in advance that a record or tape is being cut he gets calls for it long before it is actually released. This happened to him on "Brothers and Sisters."

"But one thing for sure, when it does come out, I want to be first in town to get it. When you drag in four

print directly onto cassettes, to offer "from script to finished cassette or reel" products. Rase is also Northern Calif. dealer for TASCAM tape machines and consoles and Pentagon cassette and reel duplicators.



or five days after everyone else has it you get only a few laggard buyers."

The special order service is in the competent hands of Kathy Seymour who keeps a special order book at the cashier's station. She lists orders and gets them out at the end of the days and makes intensive use of Billboard's FIND Service. Her average time getting in special orders: Nine days.

Merchandise comes from ABC pre-priced. Prices are coded in signs in alphabetical letters which are printed over displays. A "G" tape, for example, shows the list of \$7.98 and the Henry price of \$6.97. A tape club which gives members the tenth tape after nine are purchased adds an average of eight members weekly.

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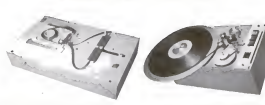
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Canada Back in Full Steam As Rail Strike Is Ended

TORONTO—Canada's recent rail strike caused some distribution problems for major labels but everything seems to have settled down to order again.

Many companies reported to shipping by air during the strike which continued for more than two weeks. This naturally increased distribution costs but prevented any serious breakdowns in supply.

Columbia's national sales manager, Bert Dunseith, said there had been problems, especially in the West. The label trucks most of its merchandise in Ontario and Quebec and air shipments were held up by embargo problems.

New Nightly to Key Recording Acts in a Novel Approach

By RITCHIE YORKE

TORONTO—Canada is to have a new style of international night club and a unique venue for hot U.S. record acts when the Constellation Hotel opens its Telephone Club in November.

Utilizing a budget of \$400,000 a month, the new club's agent and designer, Thomas P. Wayne, hopes to attract artists of the calibre of Betty Midler, Gladys Knight and the Pips, the Fifth Dimension, Donny Hathaway, Sergio Mendes and the O'Jays.

"The Telephone Club will be heavily-oriented towards recording artists, as opposed to the slick, Las Vegas-styled nightclub entertainers," Wayne told Billboard. "We want to move relatively few artists, more concerned with what the public is buying on record."

Billboard SPECIAL SURVEY
For Week Ending 10/13/73
Copyright © 1973 by MCA Music, Inc.

Billboard Top Canadian Singles

WEEK	TITLE, ARTIST Label & Number	LAST WEEK
1	1 COULD YOU EVER LOVE Gary & Donny 10	1
2	2 SIMPLE LIFE 10	2
3	3 WEST COAST WOMAN Phyllis Diller 10	3
4	4 LAST KISS 10	4
5	5 MAKE MY LIFE A LITTLE BIT SWEETER 10	5
6	6 HAPPY DREAMER Jack Cornell 10	6
7	7 IT WOULDN'T HAVE MADE ANY DIFFERENCE Tom Maitland 10	7
8	8 PRETTY LADY 10	8
9	9 SEND A LITTLE LOVE MY WAY Ann Murray 10	9
10	10 WALKING ON BROWN WATER 10	10
11	11 FLY ME HIGH 10	11
12	12 BONGO ROCK Incredible String Band (Philly) 10	12
13	13 I'LL HAVE TO GO AWAY 10	13
14	14 SPENDING MY TIME 10	14
15	15 FARE THEE WELL 10	15

RA's National sales co-ordinator Pat McQuade arranged an alternate trucking system right across the country. Bill Gale, traffic manager for Quality Records, said his company was unaffected by the strike.

WEA plant manager, Dave Sturgeon, reported use of air freight, which continued for more than a week after the strike ended. A&M had an added hassle—a shortage of trucks for album shipments, which caused the postponement of several releases. A&M was another company to use air freight methods during the rail strike, which generally slowed business by up to a week.

Mrs. Murray Completes Peak Tour

TORONTO—Anne Murray has just completed a 17-concert homecoming tour of Atlantic Canada, breaking all existing house and gross figures.

The 17 concerts, which took place over 14 days, were all sold out. Ms. Murray also received a variety of civic and provincial honours. She was presented with the key to the city of Halifax, N.S., during an open-air, noon-hour ceremony. The Province of Nova Scotia hosted a state testimonial dinner in honor of its famous singer.

The Hon. Garnet Brown, provincial secretary, lauded Ms. Murray as the "Queen of Nova Scotia." He said, "we can think of no one who has enriched so many lives or provided such an excellent example of how to help others enjoy their leisure time, or more deserving of such an honor, than you."

Such provincial honours are normally restricted to foreign dignitaries and members of royalty. The Hon. Peter Nicholson, acting premier, made several presentations to Ms. Murray on behalf of the province. Ms. Murray is now playing concerts in Alaska, Tennessee, Nevada and Philadelphia. Her current Capitol single is "Send a Little Love My Way."

No expense has been spared in the design and construction of The Telephone Club. The dance floor is 25 feet of solid brick, surrounded by 70 speakers. There is \$27,000 computerized projection music. The lighting creates several different atmospheres within the club and cost \$71,000.

The club has a capacity of 350 performers and development costs have been \$1,200 per seat, as opposed to the usual ceiling of \$300. Total development costs are \$500,000.

The Telephone Club and we're working on it now."

Constellation owner George Kalmer recently completed the purchase of Montreal's Sonesta Hotel, long a centre of Maple music industry patronage. Wayne said that after completion of The Telephone Club, he will be involved in the design of a similar entertainment centre on the roof of the Sonesta.

Wayne plans a cover charge of between \$5 and \$7 per person which should allow him to avoid the expense of the occasional one-nighter.

He said the opening date of The Telephone Club has not been set but that it will fall between Dec. 15 and Jan. 15.

"The Telephone Club will represent Canada's first nightclub for the Seventies," predicted Wayne, who is also president of Idea Consultants Inc.

Hibbs Signed By Marathon

TORONTO—Marathon Music signed a long-term recording contract with the TV host and recording singer, Harry Hibbs.

Hibbs has earned a wide following with his "At the Caribou" TV series through CHCH-TV. The series has brought him a new season with Diane Leigh as co-star. Ms. Leigh was recently signed by Marathon Music. The label said it hopes to release a Hibbs album by Christmas.

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Actor Named CRTC Advisor

OTTAWA—Pierre Boucher, a top French-language TV actor, has been named special adviser to Pierre Jean, chairman of the Canadian Radio-television Commission (CRTC).

A commission statement said that Boucher would advise Mr. Jean and the Commission on broadcast program policies.

Regarded as one of French Canada's leading stage, radio and TV actors, Boucher has appeared for several years on "Rue des Pignons," a TV serial on the French CBC network. He has been president of the International Federation of Actors since 1970.

Canada Executive Turntable

WEA Music of Canada has announced several further changes in its promotional department.

Richard Latham has been named as the new Ontario promotional representative, replacing David Elliott who is moving back into head office. Elliott is taking over Mike Reed's position of manager of merchandising services. As announced earlier, Reed is now looking after artist relations.

Barry Payne has been named Western district promotion manager for MCA Records (Canada). His sphere of operations covers the provinces of B.C., Alberta, Saskatchewan and Manitoba. He will continue to be based at MCA's Vancouver office.

The board of directors of Pickwick International Inc. (Toronto), has appointed Richard Latham as vice president and general manager of Pickwick Records of Canada Limited. Latham has been with the company for 6½ years, starting out as sales representative and being appointed general manager in 1971.

From the Music Capitals of the World

TORONTO

A&M is in the final stages of setting up an adk house in Toronto. National promotion director Peter Beauchamp will be much more closely concerned with the adk field when the house is opened. A&M is now located on the fringe of the city, and the new downtown office will provide a convenient clearing point for adk and promotion. The company has been making no strong moves in the Cancun area and is seeking a lot on the release of a new Keith Hampshire single "Big Time Operator," which it is hoped will give them their first top 10 single in the U.S.—Hampshire of course has already had two quarter-million sellers this year with "Daytime Night-time" and "First Cut Is the Deepest."

Columbia and WEA are already operating downtown adk offices in Toronto and other labels are reported to be seriously considering the move. Most of the major companies are located in the industrial factory regions on the outskirts of the city. The CRIA has not yet released any report on the status of the Core Project, a series of nine proposals set forward at the association's annual meeting last week.

King Crimson drew sell-out crowds in Montreal and Quebec City for Donald K. Donald. ... Recent arrival in Canada is former Billboard staffer Paul Albany, who wants to obtain a position in the Canadian music scene. ... Neil Dixon is the new national promotion director of GRT. ... GRT appears to be on its first-ever U.S. hit single with the Jan Thomas release on Clark of "Painted Ladies," which CKLW Detroit jumped on this week—it also is picking up status.

CRIA Inclusion of Indie Disk Producers Welcomed

TORONTO — The Canadian Recording Industry Association has received what it terms "immediate response" to the recent revision of its by-laws encouraging independent record producers to join the Association.

Membership of six independent producers, all from Quebec, was announced at the recent meeting of the association.

The new class "B" members are: Brian Leach, Françoise Leclerc, Le Service De Musique Bonanza Inc., Solset Inc., Les Disques Camus Inc. and Les Industries Denis Panis.

Welcoming the new members, CRIA president Arnold Grossweich said: "We are conscious of a new surge of interest by those involved in the recording industry in Canada—particularly the young people. The common and unanimous goal seems to be to work together as a united body to create a healthy financial and creative climate for the industry to work in."

"B" class members, defined in the Association's letter to potential applicants as producers and allied companies, are being asked to pay \$100 in annual fees to join the CRIA. They do not, however, receive voting rights.

"C" class membership, with the same fees as designed for companies providing services to the industry, also does not grant the applicant any voting rights. However, representative and being appointed general manager in 1971.

tions on the Downchute Blues Band's "Fly High and Fly" and the latest Lighthouse offering "Pretty Lady."

WEA has set Oct. 17 as the release date for the long-awaited Greg Allman solo album, expected to follow "Brothers and Sisters" to the top of the Canadian LP charts. ... Ampex's John Dee Driscoll reports that the Wednesday single of "Last Kiss" (released through Sigma in the U.S.) literally exploded across the continent this week—it would appear to be the biggest U.S. hit from Canada since Edward Bear's "Last Song." ... GRT has signed singer/producer Adam Mitchell, responsible for the two James Leroy single hits. ... Two versions of the old Wilson Pickett standard of "In the Midnight Hour" vying for chart honors across Canada—Crows Country for Atlantic and Skin Alley's rendition of Daffodil.

At Records Gary and Dave, now out with a debut album, accompanied the Stampedeers on the final 20 dates of their cross-Canada tour. ... Dr. John at Massey Hall (7) while Constellation Promotion International, the new Maple Leaf Gardens club, is now called "Celebration's Ann Bridgeford." Alabama's first album for Smile is called "Close to Home." ... Joe Walsh plays his first solo at Joe Massey Hall (20). ... Ottawa Journal is carrying a lengthy weekly section on the music business, compiled by Sandy Gardiner.

UA hosted a party for the opening of Humphreys and the Dumptrucks at Mackenzie's former home. ... The new Flying Circus album "La Machine" to be released here by Capitol this week and within seven days in the U.S.—the group is now on tour (Continued on page 39)

CRIA Inclusion of Indie Disk Producers Welcomed

social functions and business meetings.

New membership drives are in effect being subsidised by the major record companies. The major fee structure is as follows: For companies with calendar year net sales in excess of \$5-million, one-tenth of 1 percent of net sales; for companies with sales of less than \$5-million, one-twentieth of 1 percent of net sales, with a minimum contribution of \$500.

Hearings On Policy Delayed

OTTAWA—The CRTC has announced a five-day delay in the opening of its hearings on program policy for FM broadcasting stations.

The hearing, scheduled for Oct. 24 has been put back until the 29th because of a shortage of public meeting space in the Ottawa area. The deadline for filing briefs was also extended.

Commission statement last April said the CRTC believes there should be distinctly different program material used on FM stations and that these stations should also play only background music or be carbon copies of AM counterparts.

The CRTC is also formulating a separate study of both the CBC AM and FM radio network.

International News

Videodisk Penetration, Potential Giving Vidca New Importance

CANNES—The first real evidence of the penetration of videocassette in the European, Japanese and U.S. Markets and the tremendous interest now being shown in the potential of the videodisk for both home and institutional use have combined to make this year's Vidca, the International Market for Videocassette and Videodisk programmes and equipment, possibly the most significant to date. As Bernard Chevry, director of Vidca, himself said in his opening address on Friday, the previous two Vidcas have been mainly confined to exhibitions of prototype hardware and speculation of the applications for the videocassette and videodisk and how the market will develop.

"The first two Vidcas left a certain disappointment in some people's minds," he admitted, "because video did not become the overnight phenomenon everyone expected."

This year, however, the atmosphere is very different. With a record 1,200 plus participants this year representing over 600 different countries, the theme of Vidca '73 at the Palais des Festivals is far more oriented to what has happened in the 18 months since the last Vidca rather than to what might happen in the future. Accordingly, the format of the conference aspect of Vidca has been changed this year. There are in fact only two main conference sessions in the programme: an inaugural session on Friday which comprised market reports from Europe, Japan and America, and a plenary session which will close the conference on Monday. The rest of the six-day event is being taken up with a series of study sessions in which Video programmes produced for a particular market are shown and then discussed and analysed by a panel of international experts.

But it was in the inaugural conference session that delegates heard the first real evidence of the penetration so far of the new video systems.

Progress Report

Reporting on video's progress in Europe, John Chittock, industrial film correspondent of the Financial Times, said the EVR and the Philips VCR were of the two formats that had made any real commercial headway. Of these two, the VCR had comfortably established itself as the market leader at the moment. However, he went on, that it has delivered 55,000 VCR units in Europe to date and that this will rise to 75,000 units by the end of the year.

Although Philips would not give him a sales breakdown by country, he said the company had told him that around 1,450 units had been sold to institutional and industrial organizations in the U.K. such as Chrysler, Barclays, British Rail and the Central Electricity Generating Board. The progress of the EVR partnership has been considerably less impressive, Chittock continued, as there are only around 3,000 EVR units in use worldwide at the moment, of which about 1,500 are in Japan.

Giving first-hand evidence of the Japanese market was Tsuguro Matsui, Chairman of the video committee, Electronic Industries Association of Japan. Matsui told the conference that 110,000 VTR and VCR units worth 67 million dollars were built in Japan during 1972. This year, 200,000 units will be manufactured and half of this production is for the export market, including around 40,000 units for the U.S.

Domestic demand for VTR and VCR units in Japan has risen this year to 100,000 units and is expected to rise again to 250,000 players in 1974 and 500,000 in 1975.

On MCA Market

Commenting on the U.S. market, William Donnelly, Group Supervisor Special Projects, Young and Rubicam International, predicted that hardware sales will eventually be dependent on the growth of software although the opposite is the case at the moment. He said that the present approach with video might make business sense in other fields but that in the communications industry, the market should evolve from an artistic base and consequently the availability of good programming should stimulate hardware sales.

Also speaking at the American Video Research Institute, president Primary Medical Communications. He said that so far Sony had firmly established itself as market leader with its three-quarter inch U-Matic system. Around 50,000 three-quarter inch systems have been sold in the U.S. to date compared with only around 10,000 units in all other formats.

The Sony system, he continued, has proved its reliability and although there was no reliable sales breakdown information available, he estimated that around 45 percent of the 50,000 units had been sold to the educational market, 45 percent to institutional organizations and 10 percent to consumers.

Pfannkuch added that Cartivision has spent around 50 million dollars to date on developing and launching its system but that from the middle of last year to earlier this year—the height of the company's current marketing campaign—only 5,000 units were sold. Pfannkuch was also the first delegate to express the feeling of many here that the potential of the Videodisk is far greater than was first thought.

It is ironic that on the audio side, tape is the new technology and is the medium which is expected to eventually take over from disk as the most popular sound carrier while in the video field, many experts believe the exact opposite is going to happen. When the Telefunken-Deca videodisk was first announced, not much notice was taken of it. However, the system has been creating a lot of interest here this week and will be commercially launched in Germany early next year.

Demonstration

In addition, there was a most impressive demonstration of the Philips VLP videodisk on Saturday, which will have a worldwide launch mid-1975. The MCA Disco-Vision System, which has almost stolen the show at the Vidca exhibition although there is not even a prototype unit to be seen on MCA's stand, is also tipped by many as the dark horse in the video stakes, particularly in view of the wealth of programming material MCA has access to through Universal Pictures.

There are also the RCA and Zenith videodisk systems, an unnamed British one and a Japanese one rumored.

Pfannkuch reiterated the widely held view that software costs are critical and with the Videodisk having such a cost advantage over all other systems, the disk must eventually

emerge as the market leader on the consumer side and also possibly in the educational and industrial markets as well, despite the fact that it is a playback-only system. He predicted that by 1977, sales of videodisk hardware will have passed those of tape and film equipment, building up to around 125,000 units per year in 1980.

On the consumer side, he estimated that sales of video in all formats will be running at around 250,000 units per year rising to four and half million units by year 1980. There were also signs at Vidca this year that the Philips and MCA systems might be compatible when they both come to the marketplace—which would be a welcome ray of light in the current jungle of over rival and incompatible systems.

Philips, MCA Talk

Although both Philips and MCA were reluctant to commit themselves, the two firms each confirmed they had been talking to the other and that the two systems were fundamentally technically the same, the possibility of playing Philips software on an MCA player and vice versa was not out of the question. As an MCA executive remarked, such a tie-up would be logical for both companies as MCA has traditionally always been a software company while Philips is basically a hardware organization.

From the Music Capitals of the World

• Continued from page 38

in the U.S. with Lighthouse... Genesis returns to Massey Hall (Nov. 8) for C.P.1—the band fared well last time out with Lou Reed... Encore during a series of dates with Bruce Cockburn whose new album is now out on True North.

Periwinkle Records doing a big promotion number on Killer Music.

Laura and Lynn Rousseau with... Laura and Lynn Rousseau, play Cousin Don's Tavern this week—down their new Columbia single is "Week Home in Newfoundland". BMI Canada's general manager Harold Moon will retire at the end of the year.

RITCHIE YORKE

TOKYO

Three music tape manufacturers in Japan are raising retail prices of most new releases this month and next, in proportion to the 5 percent commodity tax levied on all pre-recorded sound tapes sold in this country as of Oct. 1. Nippon Columbia was the first to do so, on Oct. 1. The Japanese manufacturer is being followed by Pony, a member of the Fuji-Sanki Group, on Oct. 10, and Toshiba-EMI on Oct. 25. Due to the increased cost of raw materials, other member manufacturers of the Japan Phonograph Record Association in music tape production are expected to follow suit before the Japanese financial year ends next March 31.

"Let the Good Times Roll," starring Chuck Berry, Little Richard, Fats Domino, Chubby Checker, Bo Diddley, 5 Satellites, the Shalvettes, the Coasters, Danny & the Juniors and special guest Bill Haley & the Comets opened here Sept. 29 at the New Toku Cinema 1. The Metro-media Producers Corp. feature film production was released here by Co-

(Continued on page 40)

Singles Hike In Germany Is 'Accepted'

• Continued from page 1

"We have no negative reaction. Apparently, today, rising prices are such a normal thing that our customers showed hardly any reaction, contrary to our fears." The last price increase on singles was in 1968.

Phonogram has announced a 16 percent increase in business in the first six months of this year. Other firms, like EMI-Electrola, Teldec, Ariola-Eurodisc and Metronome, are also satisfied. At Phonogram a spokesman said: "If you consider 16 percent as an average rate of growth for us, the repertoire, groups, classic and German pop have developed on an average scale."

*** KARAMING SALAMAT PO ***

TO

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PVC Shortage Hits Brazil; Tariff Reduction Is Sought

Continued from page 3

the new equipment installed within four months. However, after a trip to the U.S. and Europe, he believed that the shortage may continue eight months, at least. Top-Tape which has no pressing plant, has its fingers crossed, while the directors hunt for suppliers in Japan.

In the meantime, manufacturers considered pressing only their top, proven artists leaving the new, untied talent aside for the time being.

Other measures suggested were reducing LPs to 10 inches and eliminating compacts. One industry consultant remembered that carnauba wax was used in the past for making 78 revolution records, is a native Brazilian product from palm trees. However, nobody considered going back to 78s. Catalogs have been dropped.

RCA, which presses records for a number of other firms including CBS, Fernata, Equip, Editora Abril and Editora Bloch, imports

about 60 percent of its needs. Record makers complain about the quality of Brazilian-made PVC which fails to meet the demand by far. However, new Brazilian PVC plants are under way but all suffer from the rising price of crude petroleum. Brazil imports about two-thirds of its crude-oil mostly from the Near East.

Cameo of Tapeac, which makes tapes for most recording companies, reports a larger than usual increase in orders.

Pye Volume Up 100% for Period

MAJORA—Pye increased turnover by 100 percent in the first six months of the current financial year and Pye distributed product showed a 50 percent increase. This was the news delivered by managing director, Louis Benjamin, to the Pye sales conference in Majors.

Benjamin reported, "In our last financial year, which ended in March, our results were the second best in the history of the company. This is a massive achievement considering increased overheads and reduced profit margins."

He said it was obvious from the first six months of this year that the result for the whole year would be the best ever. "In Precision Tapes, despite the unfortunate loss of the WEA and Island product, this company's turnover is currently 67 percent ahead of last year."

He added: "Naturally, one cannot achieve the foregoing results without problems, and there is the natural possibility with a 100 percent increase, that factory problems, shortage of stock situations, etc., may emerge. In regard to resolving this potential issue, you must know by now that we have had negotiations with certain overseas companies and the flow of product has been guaranteed."

Marketing manager, Jack Boyce, announced a dealer incentive scheme involving a mystery shopper. A special promotion squad will be calling on dealers to explain the company's product. This will be shortly followed by a visit from a mystery shopper with queries about Pye product. The scheme is aimed directly at the shop assistant who will be able to win cash prizes and a chance in a draw for \$250. Boyce also announced the release of five Pye Presentation packs—four record

sets by Donovan, Kinks, Petula Clark, an early listening pack and an opera set at \$17.50.

Walta Woyda, for precision, announced a 5 percent discount incentive on Elton John product during October. 25 hits from the Bell catalog only available on tape, the signing of Trojan to Precision, the introduction of \$2.48 cassettes and cartridges and the distribution by

Precision of Lear Jet tape hardware. John Mair, sales manager for A&M, announced the launch of the Portrait series—middle-of-the-road product selling at \$4.98 and DJM is to re-promote and repack the Silverline series. Stewart Slater of

Bredley announced a concentration on single sales with seven releases between now and Christmas.

K-Tel 'Testing' in Germany

HAMBURG—K-Tel has now been operating in Germany for some weeks, testing sales methods which are new to the German market. The firm is taking current hits from the repertoires of the Deutsche Grammophon, CBS and Bellaphon and incorporating them into albums, as has already been done in the U.S., Canada, Australia, New Zealand, Japan and Great Britain. The albums are being presented using an extensive advertising campaign on radio and TV.

The firm began its test program regionally. It began in Saarland and then extended its advertising to cover the broadcasting area of Rheinland-Pfalz and Baden-Wuerttemberg. A further extension has been carried out and other extensions are planned. Both dealers and department stores are reservedly taking part in the experiment in order to ascertain what success can be achieved with this new sales method.

With costs of over 30 percent it is hardly possible that dealers and department stores will be ready to continue this procedure for a long period because the margin guaranteed by K-Tel International is seen more as a commission which makes normal sales procedure, with advice and service, impossible. Whether the in-

creased speed of turnover will really attain this loss is more doubtful.

From dealer circles doubt is already being expressed about the expected sales success.

Island Takes Over Cube Distribution

LONDON—Island Records has taken over the distribution of Cube from Polydor. The deal, covering the U.K., will become effective from Oct. 1. Said Cube managing director Olaf Wyper.

Wyper said: "We came to an amicable agreement with Polydor that our contract should come to an end and we jointly agreed to do it now so as to cause the minimum amount of confusion at the start of the peak selling season."

Cube is the record label of the Essex Music Group and was launched in 1970, with its first releases on Fly, which later became Cube. Cube artists include Harvey Anderson, JSD Band, Joe Cocker, John Kongos and Jimmy Hells.

Recordings by Procol Harum, T. Rex and the Move during the five years each group was associated with the company are also available on Cube.

From the Music Capitals of the World

Continued from page 39

lumbia Pictures. . . Bob Shad, president of Mainstream Records, visited Japan for the first time, Sept. 21-29. Besides conferring with Seiji Ito, managing director of Sunyland Music Corp., Mainstream's Japan representative, he supervised the recording of a live performance by Sarah Vaughan at the "acoustically perfect" Nakano Sun Plaza Hall on Sept. 24. The recording is scheduled for simultaneous release in the U.S. and Japan at the end of this year or early next. In Japan, the Mainstream album will be manufactured and distributed by Teichiku. . . A music synthesizer and 72,000 other instruments were played or displayed at the 73 Music Instruments Fair held here Sept. 28-30.

Six albums (four from Toho and two from Toshiba) recorded under the Sansui QS regular matrix system are among the October 1973 releases of quadraphonic records in Japan. Scheduled for local release by Victor Music Industries on Dec. 5 is the collection of Beethoven symphonies recorded by Kurt Masur and the Leipzig Gewandhaus Orchestra under the Victor Company of Japan's discrete CD-4 system. Meanwhile, Toshiba-Emi has released two more SQ quadraphonic records manufactured from Angel classical recordings. . . "Yesterday Once More" by the Carpenters (A&M) continued to be the best-selling single at Juiya's main store on the Ginza in the fourth week of last month. It was also at or close to the top of the heap the same week at 14 other leading record stores in Japan. Along with the single, "Now and Then" was the best-selling pop album at Yamaha's 16 music stores throughout August.

HIDEO EGUCHI

PARIS

Jacques Canuti, formerly a Philips director, has reached an agreement with the Federation d'Achats des Cadres whereby his own label will receive a special boost for three months. During that period FNAC will have exclusive distribution rights. Canuti told Billboard: "When I decided to have a label of my own I intended limiting production to from five to six disks a year. My aim was to choose artists who had failed to make a great impression but who I considered good."

"Following criticism by FNAC of the quality of records at last year's Midem, I came up with a proposi-

tion. My disks would be as near perfect as possible and FNAC could have limited exclusivity. My proposition was accepted."

Canuti's first disk featured Cora Vauzeles. Called Theatre de la Ville, the songs were recorded in public. The disks were sold exclusively by FNAC and included a booklet about the artist and lyrics. According to Canuti the special price promotion paid off well. He is now lining up other artists but names are not available at present.

Professor Decroix, at a conference in Strasbourg, appealed to the French Government to take the possible effects of pop music seriously. He said that sound over 90 decibels had an impact on the ears of a compressed air pick and could cause deafness. This, he said, was already found in some musicians. He said nothing obliged musicians to increase the intensity of they sound the way they do. . . The Nancy Festival committee has decided to organize a jazz festival because of the recent upsurge in jazz interest. Memphis Slim has been named MC and Ray Charles will open the festival. Others invited include Sun Ra, Terry Riley, and the Brotherhood of Breath. The committee hopes to strike a medium between modern and traditional jazz, with the objective of proving jazz is very much alive.

Stephanie Grappely is to take up residence at the Jazz Club in the Rue St. Benoit. . . Danny Kaye has been on a gastronomic tour of France. . . Builders agree to hold up installing the roof of the 42nd floor Paris skyscraper to allow Gilbert Becaud to install his piano. There was no other way. . . Johnny Hallyday will receive \$500 a night for his first play—a fraction of what he receives as a singer.

Terri King the jazz singer who has worked in 67 countries is now in Paris at Pyssee club. . . First reports say no disk distinguished itself during holiday season in southern France. . . The Martin Circus group will appear in La Revolution Française, the first French rock opera. . . Diana Ross gave her first concert in Paris on Sept. 27 at the Champs Elysees Theatre. She sang for charity in the presence of the wife of the French Prime Minister. This was her second appearance in France. . . Johnny Hallyday and Sylvie Vartan are to receive a gold disk for the record "Jaun Problem" which has sold over a million. Hallyday is

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DGG MARKS 75TH ANNIVERSARY



PETER USTINOV was the opening speaker on the occasion of the DGG 75th anniversary celebrations at the Congress Center, Hamburg on Sept. 18.

IN EARNEST conversation at the celebration party are, l. Dr. Hans Wartenstein, a former technical director of Deutsche Grammophon and conductor Karl Boehm. In the background DGG vice president Dick van Amstel.

PRESIDENT MEETS president. Polydor international president Dr. Werner Voigtgang (right) chats with West German President Dr. Gustav Heinemann who was a special guest at the DGG event. Next to Heinemann is his wife, Hilde.

DGG invited Oliver Bruns, grandson of Emil Berliner, the founder of DGG and inventor of the gramophone, to attend the 75th anniversary celebrations in Hamburg.

'Changes' Theine Sparks WEA Sales Conference in London

LONDON—The theme of the WEA sales conference held at St. James Hotel, London, last week was Changes, since the event was also partially initiated as a reassurance for the WEA's sales force and the industry in general that things are good and are going to get even better, and to counteract any rumors and misgivings caused unnecessarily by the departure of Elektra from the group and the new division of its operation.

In his address, WEA managing director Richard Robinson explained the changes within the organization, and stressed that they would not alter or affect the sales force and field promotion operations. He declared that there was to be much more concentration on promotion and advertising to gain more effort and results from the separate labels.

"With the benefit of this new organization, we can take greater advantage of our fantastic artist roster to make much greater use of the catalog of both the LP and single charts," he concluded.

De Brown delivered the Warner Bros. label presentation, and further emphasized the "very intensive promotion" that artists would be getting over the next six months, including U.K. tours.

"Sweden depends on new talent, and we've acquired some exciting new talent," he said. "We'll continue and extend our policy of putting our full promotional weight behind the artist because we don't believe in the mud against the wall theory. We are confident that with this promotion and the tours by the artists themselves, the retailer will be given much more opportunity to move product out of his store."

New Product

New product highlighted by Brown included releases by Neil Young, George Melly, Frank Sinatra (making an LP comeback after two years with Otis Blue Eyes Is Back), Back Door, Albie Cooper, America and new signings Osibisa and Badfinger.

Brown and Warner marketing manager Ron Smith will be traveling around the country during the next few months to talk directly to dealers and find out whether they are receiving the right kind of support in the matter of merchandising and point of sale material. There will be video presentations for the dealers in the areas visited on new product, and tie-ins found on commercial radio.

Pathe also announced a salesmen incentive scheme which began this week.

Pathe-Marconi Exec Changes

PARIS—With the move of Pierre Bourgois into the audio-visual field in January 1974, Pathe-Marconi has appointed Michel Poulain to succeed him as artistic manager of French pop repertoire.

Poulain is working with Bourgois and will assume full responsibility from Jan. 1. Another new appointment is that of Albert Elmest to the post of manager of the Pop Artists' Agency Service. Poulain was formerly a programmer and producer for the radio programme "Saut Les Copains" for four years and was also acting as artistic manager for singer Claude François for three years.

Emest came to Pathe from the promotion department of Disques Vogue and has been with the EMI company for five years.

Monday for a month with targets graded according to localities. The two representatives scoring the highest in the previous year will get a free trip to Warner Bros. in Burbank, California, in November.

Smith told the conference during his address that the sales force was required. There had been a considerable increase in sales during the first six months of this year compared with the same period in 1972, but most of it had emanated from the catalog and special promotions, and chart success had not been great.

"We must make greater sales concentration and effort to get singles into the chart," he said. "We must go for higher initial orders, and we're arranging an extensive telephone sales and ordering service as well as car stock of hot singles for representatives."

Need for Hit Singles

Atlantic general manager Phil Carter reiterated the need for hit singles, and gave details of a dealer incentive scheme beginning this Monday for a month. Any dealer who orders 100 Atlantic albums from the catalog will be supplied with a bumper bin, two streamers and a poster, plus a selection of 200 full-color posters to give away to customers. The award is of Stuart Young of Manicore

Records, who spoke about the new Emerson, Lake and Palmer LP and outlined promotional plans for it.

WEA production vice president Laurel Rose revealed details of the first quadraphonic releases this month. There will be 12 altogether, including the new albums by Frank Sinatra, Archie Franklin, Art Guthrie, Bette Midler and Donny Hathaway. The releases will be in disc and cartridge form, with the quadrics identified by a K9 prefix and costing \$8.75 retail. The launch will be backed by trade advertising, and there will be point of sale material in the form of a window streamer reading WEA Quadric Comes Of Age with album details followed by Quadric and Quad Cartridge Available Here. There will also be a browser card headed WEA Quadra Disc with a list of titles, and should be used to ensure that records available for sale are played in their own browser space.

With effect from Oct. 8, the Warner Bros. label will operate from premises at 34 Creek St., London, W1P 9AS. The new premises, near New Oxford Street, will continue handling all manufacture, distribution and sales for the group in parallel with the American operation.

Sweden's Folkparks, Fok Weeks Weighing Plans to Consolidate

STOCKHOLM—Representatives of Sweden's 189 folk parks and 800 folk houses (which embrace such entertainment centers as cinemas, theaters, and dancehalls) met here last week (Friday) to discuss the possibility of a merger of their organizations to provide one of the biggest entertainment networks in Europe.

Sweden's folkparks, family entertainment centers which have no real counterparts in other countries, provide a wide variety of distractions including, among others, slide machines, bingo, dancing, swimming and classical and popular concerts and are important bookers of talent, having provided 35,000 artist/workdays in 1972. A total of 2,155 artists and musicians appeared in the parks last year, earning more than \$3.2 million.

This summer more than five million people visited the Swedish folk parks, two thirds of which only operate in the summer months. The most popular park was Liseberg in Gothenburg which was this year celebrating its 50th anniversary. Liseberg closed its season on Sept. 16 having logged 1.7 million visitors and seen its turnover go up 30 percent to \$8 million.

Attractions

Attractions at Liseberg include the highest flume ride in Europe (specially imported from the U.S.) which clocked up 4.6 million rides throughout the season. But manager Hans-Joachim Kienbo, former head of Phonogram, Stockholm, plans to place greater emphasis next year on presenting international talent as a means of combating competition from television. He has recently hit folkparks audiences.

Said Kienbo: "In the past Liseberg has presented such great artists as Jussi Björling, Mistinguett, Maurice Chevalier, Samy Davis, and Paul Anka, Clifford Brügge, Margit

Nilsson and Mikis Theodorakis. But presenting international talent has become more and more difficult because of the tax situation. Two years ago foreign artists had to pay 20 percent of their fee in tax, but today it is 30 percent. This means that if a foreign artist demands \$2,000 for a folkpark appearance, we have to pay \$600 on top in tax."

More Work

The heavy tax situation was designed by the Swedish government to give more work to Swedish artists. But Leif Malm, a producer with the Central Folkparks Organization in Stockholm says: "We are campaigning for the Government to reduce the tax on foreign artists so that we can draw the crowds back to the folkparks. The problem is that Sweden has no real showbusiness tradition and we need foreign artists to bring people into the parks."

Already the Government will give some easing of the situation because the Swedish government does waive the tax in the case of certain "cultural" presentations like those in puppet theater from the East European countries and also in the case of circus performances.

Kino Bontrop said he is optimistic that the Government will give favorable consideration to the tax reduction campaign. In any case he is planning a visit to London shortly to record companies and meet next managers to discuss projects for next year.

Says Leif Halm: "Young people in Sweden listen to artists like Gilbert O'Sullivan on the radio. They don't understand why they don't see him live in the folkparks."

The Central Folkparks Organization is currently the biggest ticket booking agency in Sweden. It was founded in 1905 when there were only 20 folkparks in existence. Today it has 1,350 members, including many private promoters. The group employs 50 people. The organization

Hong Kong Copyright Law Blsters Writers, Makers

HONG KONG—New copyright legislation was recently enacted in Hong Kong and the provision which came into force this year will afford greater protection to, among others, composers and makers of sound recordings.

In order to help the public and to provide a center of information, the International Recording Copyright Office (INTERCOR) has been established to maintain a center of documentation, information and advice regarding property rights including copyright and neighboring rights. INTERCOR will include in its Public Information Register in-

formation regarding the title, year and place of publication and makers of original sound recordings and will also record similar information about composers and authors of musical works.

All authors, composers and makers of sound recordings are invited to contact INTERCOR at GPO Box 15233, Hong Kong (Tel. 5-5700), for information about notification procedures.

As an office of record, INTERCOR does not give advice or involve itself in litigation relating to infringement of copyright.

Brussels Studio Opens; 1,500 Attend Ceremonies

BRUSSELS—More than 1,000 guests attended the opening of MORG Recording Studio S.A., Brussels, including representatives of all the major Belgian music companies and a large number of people from Paris, Amsterdam and West Germany.

The studio, established by Morgan of London in association with Roland Kluger of Brussels is located in the basement of a building in the Avenue Moliere and represents a major step in the integration of the

Common Market recording industry. It means that European musicians can now record in what is effectively a London studio without running into problems with the British Musicians' Union.

The new Morgan studio has a large recording area with a Steinway concert grand and Hammond organ, a large vocal studio which is controlled by the same console as the studio floor and there are facilities for hiring a complete range of instruments and amplifiers. The studio has unique facilities for video filming during recording.

Charge for the studio is about \$80 an hour, but there are no extra charges for overtime.

Princess Wedding To Be LP

LONDON—BBC Records is to release a live album of the wedding of Princess Anne and Capt. Mark Phillips.

The recording of the marriage, on Nov. 14 at Westminster Abbey, is expected to be in the shops by Nov. 21. The album will be a live recording, the album will retail at \$5.70 and will include a gatefold sleeve with souvenir pictures.

Although the narrative of the ceremony will be incorporated, the album will be predominantly musical. This is causing problems for BBC because the sleeve is having to be prepared blind. Princess Anne has asked the BBC to make the music for the occasion and, therefore, no detail can be given on the cover. An insert may be added at a later stage.

Judging by the sales—44,000—of the recording of the Prince of Wales' investiture, the album should be a top-seller.

10,000 people who paid just two krona each to gain admission to the park.

Most of the gambling wheels at Liseberg offer LP's at prices and hands out around 40,000 records a year and Kienbo is now considering the introduction of a record store so that the public can buy records they hear played over the public address system.

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BELGIUM (Courtesy of Runco)

- This Week
1 MY FRIEND THE WIND—Dennis Rousseau (Philips)
2 HOT BOSS—Buck (RCA)
3 HURT—Bobby Vinton (CBS)
4 BE EN PLANTIN IN MIJN ARMEN—Willy De Vries (Trojan)
5 PEPPERBERRY—The Peppers (Stinson)
6 ONE IS ONE—Dick McDonnell (Polygram)
7 BE EN ARMERD—John Tiers (Warner)
8 OH MAMA—Sole (Polygram)
9 MADAM LOVE—Golden Sirens (Polygram)
10 LA LETTIE—Marc Aray (Belacis)

BRITAIN (Courtesy MCA Week)

- This Week
Last Week
1 1 EASY LIPS—Simon Park Orchestra (Columbia)—De Wille
2 BALLROOM BUTT—Teresa (RCA)
3 MONSTER MASH—Bobby "Boris" Pickett & the Crypt Kicks (London)
4 MY FRIEND TINA—Mable (Polygram)—Ben (Chancellor)
5 NUTBUR CITY LIVES—A & The Tins (United Artists)—United Artists (Kas Turner)
6 ANGEL TRIGGER—Helen (Hawaii) Ray Ward (Ray Ward)
7 FOR THE GOOD TIMES—Perry Como (RCA)—Valentine (Celtic Winds)
8 THE SINGING CHORUS—"Huckle Bums (Garnet)—Euse (Mike Warner)
9 JOY BRINGER—"Marched Man's Rock Band (Vertigo)—Farley (Falcon)
10 ROCK ON—David Essex (CBS)
11 HAYES (Lafayette)
12 CAROLINE—"Status Quo (Vertigo)—Status Quo
13 ALL THE WAY FROM MEMPHIS—"The Memphis (CBS)
14 ANGIE—"Hollis Stone (Rolling Stone)
15 SPANISH EYES—Al Martino (Capitol)—Carmel (Carmel)
16 GOODBYE LITTLE ROAD—Dennis (CBS)
17 EASY RICH MAN—"Gay Dawn (Santana) (Polygram)
18 OOH BABY—"Gilbert O'Sullivan (MCA)—Mann (Meridian)
19 NIGHT—"Barry Blue (ATV) (Barry Blue)

- 20 21 SAY IT ANYHOW SEEN MY SWEET OFFSPRING ROSE—Carli (Carmel)
22 22 THE DEAN & LISA—The Dean (Ampex)
23 23 YOUNG BOSS—The Boss (MCA)
24 24 HARMON RAIN'S KARMA CURT—Bobby Furry (Ampex)
25 25 A HARD RAIN'S KARMA CURT—Bobby Furry (Ampex)
26 26 GRETTO CHILL—Dennis (Ampex)
27 27 THAT LAST—Bobby Furry (Ampex)
28 28 THE YELLOR RIBBON—John (Ampex)
29 29 LIKE A YELLOR RIBBON—John (Ampex)
30 30 THE YELLOR RIBBON—John (Ampex)
31 31 THE YELLOR RIBBON—John (Ampex)
32 32 THE YELLOR RIBBON—John (Ampex)
33 33 THE YELLOR RIBBON—John (Ampex)
34 34 THE YELLOR RIBBON—John (Ampex)
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37 37 THE YELLOR RIBBON—John (Ampex)
38 38 THE YELLOR RIBBON—John (Ampex)
39 39 THE YELLOR RIBBON—John (Ampex)
40 40 THE YELLOR RIBBON—John (Ampex)

- 41 41 ANGEL—Anthea Franklin (Ampex)
42 42 ANGEL—Anthea Franklin (Ampex)
43 43 SHINE ON SILVER SLIP—Shirley (Ampex)
44 44 OUR LAST BONG TOGETHER—Nell (Ampex)
45 45 THE DEAN & LISA—The Dean (Ampex)
46 46 THE DEAN & LISA—The Dean (Ampex)
47 47 THE DEAN & LISA—The Dean (Ampex)
48 48 THE DEAN & LISA—The Dean (Ampex)
49 49 THE DEAN & LISA—The Dean (Ampex)
50 50 THE DEAN & LISA—The Dean (Ampex)

DENMARK (Courtesy of MCA Week)

- This Week
Last Week
1 UBERALL AUF DEN WEG (LP)—Buck (Ampex)
2 DANKE GULD (LP)—Buck (Ampex)
3 DANKE GULD (LP)—Buck (Ampex)
4 DANKE GULD (LP)—Buck (Ampex)
5 DANKE GULD (LP)—Buck (Ampex)
6 DANKE GULD (LP)—Buck (Ampex)
7 DANKE GULD (LP)—Buck (Ampex)
8 DANKE GULD (LP)—Buck (Ampex)
9 DANKE GULD (LP)—Buck (Ampex)
10 DANKE GULD (LP)—Buck (Ampex)

GREECE (Courtesy of MCA Week)

- This Week
Last Week
1 OLIVIA ZISOUNE—Tirgion Kiriakidis (Zolite)
2 YEMERIS—Tirgion Kiriakidis (Zolite)
3 PATRICKA REYD—Tirgion Kiriakidis (Zolite)
4 AN & BAGGAMAS—Tirgion Kiriakidis (Zolite)
5 STAVILA—Tirgion Kiriakidis (Zolite)
6 DRINKI DRINKI MANA MIO—Tirgion Kiriakidis (Zolite)
7 SYNTROPHIA MAS—Tirgion Kiriakidis (Zolite)
8 BATTIS O LOUKAS—Tirgion Kiriakidis (Zolite)
9 MATA YETI—Tirgion Kiriakidis (Zolite)
10 VELVET MORNING—Tirgion Kiriakidis (Zolite)

- 8 GOODBYE MY LOVE GOODBYE—Dennis (Ampex)
9 TARA TARA TA—John (Ampex)
10 FREASHTER—Edgar Winter Group (Ampex)

JAPAN (Courtesy of MCA Week)

- This Week
Last Week
1 CHIGORITA N—Miki Sajo (RCA)—Gaga
2 YESTERDAY ONCE MORE—Carpenters (Ampex)
3 SUGEN N KAGAYARI—Agnes Chan (Ampex)
4 ROMANCE—Doris (Ampex)
5 KOKORO TARI—Tate (Ampex)
6 TOTO MUSHI NO SAMBA—Chirashi (Ampex)
7 RODRIGUEZ MACHI—Sami Mizumi (CBS)
8 MATSURI NO KARE WA BISHI KARI—Matsuri (Ampex)
9 KURE KURE—Kure Kure (Ampex)
10 KURE KURE—Kure Kure (Ampex)

LUXEMBOURG (Courtesy of MCA Week)

- This Week
Last Week
1 CAN THE CAN—Sant Quatre (RCA)
2 GOODBYE MY LOVE GOODBYE—Dennis (Ampex)
3 ANGIE—Hollis Stone (Rolling Stone)
4 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
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10 THE FRELECTRIC BAND—The Frelectric Band (Ampex)

MEXICO (Courtesy of MCA Week)

- This Week
Last Week
1 DEJANIE LORAN—Luis Frey (Ampex)
2 ANGIE—Hollis Stone (Rolling Stone)
3 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
4 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
5 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
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10 THE FRELECTRIC BAND—The Frelectric Band (Ampex)

SOUTH AFRICA (Courtesy of Spinlock Radio)

- This Week
Last Week
1 CLAP YOUR HANDS AND STAMP YOUR FEET—The Clap (Ampex)
2 EASY BLUE—Gabor Sander (Ampex)
3 WHEN BOUQUETS SONG—Vicky (Ampex)
4 THE YELLOR RIBBON—John (Ampex)
5 THE YELLOR RIBBON—John (Ampex)
6 THE YELLOR RIBBON—John (Ampex)
7 THE YELLOR RIBBON—John (Ampex)
8 THE YELLOR RIBBON—John (Ampex)
9 THE YELLOR RIBBON—John (Ampex)
10 THE YELLOR RIBBON—John (Ampex)

SWEDEN (Courtesy Radio Sweden)

- This Week
Last Week
1 KILLING ME SLOWLY—Luis Frey (Ampex)
2 ANGIE—Hollis Stone (Rolling Stone)
3 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
4 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
5 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
6 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
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9 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
10 THE FRELECTRIC BAND—The Frelectric Band (Ampex)

SWITZERLAND (Courtesy MCA Week)

- This Week
Last Week
1 CAN THE CAN—Sant Quatre (RCA)
2 GOODBYE MY LOVE GOODBYE—Dennis (Ampex)
3 ANGIE—Hollis Stone (Rolling Stone)
4 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
5 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
6 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
7 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
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9 THE FRELECTRIC BAND—The Frelectric Band (Ampex)
10 THE FRELECTRIC BAND—The Frelectric Band (Ampex)

From the Music Capitals of the World

Continued from page 40

make his final LP before starting a theatrical career... Regine left for America just before her latest single was released on CBS... She announced a new label, Arc En Ciel. The first issue will be by the Creche Groupe who appear regularly on television, with a number called "Papa Tote on TV." They will also be releasing an album.

SM is also issue its first single by Angelique and Pharis Ionatos. Based on a track folk called "Resurrection"... Yves Robert is to produce a television program based on the first Paris caves. Launched around 1950 the caves provided stands for many American artists.

Domine Musical, started in 1954 by Pierre Boulle to introduce new composers to the public, is to close due to financial difficulties... On the eve of his departure for the U.S. Mame Dihanog received a gold disk for his "Soul Makossa," which has now sold over a million-and-a-half. The first two 30's was "Almost Persuaded," his first single for Release... among those starring in the

will appear in Musicoarama at Olympia.

Vogue is reissuing jazz albums including the complete recordings of Sidney Bechet. Other reissues will include "Just Jazz" by Lionel Hampton with Charlie Shavers, Milt Buckner and Slam Stewart.

DUBLIN

Emerald Gem has issued "Mary O'Hara's Ireland," a low-priced album of 18 tracks recorded before the County's first LP. The album is a new single from the Sands, "Lonely Lady," is on the Solo label and features Murty Quinn.

D.J. and the Kerry Blues entered the Irish top 30 with "Almost Persuaded," his first single for Release... among those starring in the

RTE-TV series "The Music Makers" are Gryphon, the Freshmen, Tommy Makem, Paddy Moloney, The Chieftains and Lizzy. The series began with Jimmy and Tommy Swarbrick and the Times, followed by a program taped by the late Jim Cregan during his visit to Dublin last July... The two-hour musical "Up With People" will be presented at the National Stadium from Oct. 22-23... D.W. Gorman's Rock Palace at Moran's Hotel has been running disk shows in association with CBS Records featuring records by the Rolling Stones and Bob Dylan among other and albums given away as prizes... Solomon and Perez has released the new Decca album by Engelbert Humperdinck called "King of Hearts."

MILAN

The Piedigrotta 1973—New Songs for Naples festival, which was to have been held last month, was postponed only by six months because of the cholera outbreak... The Venice International Festival of

Light Music, which was held from Sept. 20-22, became the latest event to be radio only. Among the Italian artists who appeared during the festival were Milla (Ricordi), Ornella Vanoni (Ariston), Marcella (CBS), Dora Mannoia (RCA), Lucio Laurenti (Ricordi), Lia Zanicchi (Rif), Mino Reitano (Durium). Fred Bongusto

German Contest To 'Das Lied'

BERLIN—The German Pop-Song Competition 1973 was won by the number "Das Lied" (The Song), composed by Horst Hennig and sung by Olivia Molina who lives in Hamburg. A dozen songs were chosen from 371. These 12 were presented in a live TV show from the station Sender Freie, Berlin. A 12-member jury of six members and six experts from radio and television, finally chose the winning song giving

(Rif) and Gilda Giuliani (Ariston). Among the international acts taking part in the event were Don McLean, Daniel Gabor, Rara Eart, Alvin Hammond, Arlie Kaplan and Diana Ross.

Also appearing at the Venice festival were the Italian duo Milla Mazzanti and Emanuela Costantini winners of the recent Castrocaro Competition for New Talents, or organized by Gianni Ravera who also produced. The rare event, too, was currently negotiating a recording contract for the duo.

German Contest To 'Das Lied'

it 54 points out of a possible 60. For two years there has been no German pop-song competition. However, instead of using the pause to think, anew and create ideas, the reflection of past competition winners showing that composers and producers were still relying on the formulas. The rare event, too, was currently negotiating a recording contract for the duo.

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Pop Picks

ELTON JOHN—Goodbye Yellow Brick Road, MCA2 1003. A superb set from the British artist who has not missed yet. As always, Elton's keyboard playing is superb, and his vocals range from the raucous rock he has often been associated with to extremely pretty ballad material. LP seems fuller in many ways than some previous efforts, with strong guitar work from Davey Johnstone and excellent background vocals from the entire group. John seems able to sing almost any type of material, from rock to country to James Brown tunes, and this double set explores this even more. As usual, live reads from Bernie Taupin.

Best cuts: "Goodbye Yellow Brick Road," "Crazy Show," "I've Seen That Movie Before," "The Bitch Is My Business (CD3 34)," "Tiny Little Girl."

Dealers: John is a superstar; be sure to display this beautiful package.

DAVID CASSIDY—Dancing All Night 'Til Morning, Bell 1132. The "sub-megam" gang is going for a definitely more sophisticated sound here, trying to end audience crossover as the Diamonds now. What Cassidy does here is a happy concept album on the theme of daydreaming wishes, with all the material sounding variations on the same. It's very pleasant listening, mostly on the soft side but with a pronounced beat. Not badside stuff but with wide MOR appeal.

Best cuts: "Daydreamer," "Bali Hai."

Dealers: In-store play could win adult customers who normally never touch a Cassidy LP or the shell.

ISMA HATES—Joy, Enterprise ENS 5007 (Stan). Heyes has developed a successful formula for his music: long, melodic lines, uncomplicated arrangements with infectious, a sensual vocal approach and a tying between all of the ingredients in a compelling manner. The impacting result is a sound product which engulfs and endears itself to the listener. This has been the case on his previous LP's and it continues here. Heyes is the creative source for the five tunes with instrumental support from the Movement and the Memphis Stringers. Heyes gets into screaming sounds on one cut and has a rap with his body which ends with him popping open a bottle of champagne. There he speaks "I Love You That I Am" which is a tender discourse on his inner thoughts. The cuts are all long which means one needs patience and a considerable taste when listening to this music. This is a hard sell, geared for connoisseurs. It shouldn't be used as background music; it's too good and too involved. There is a lovely feeling to "The Feeling Keeps On Coming" which contrasts from the softer sound of the other cuts.

Best cuts: "Joy," "The Feeling Keeps On Coming."

Dealers: Heyes is sold given in the pop and soul fields so let your customers know this LP is available.

GLADYS KNIGHT & THE PIPS—Imagination, Buddah BDS 5141. There's no denying this is the time for fast. Having switched from Motown, the quartet retains all its basic light, soulful qualities. While there are no surprises here, the package offers the solid, vital music which draws large crowds to live concerts. The group's style centers around storytelling in its music. This is a hard sell, backed by appealing large orchestration; the voices are given a choir show case as they interpret tunes by Jim Weatherly, Gerry Goffin/Barry Goldberg, Johnny Nash and Paul Williams. In fact on "I Can See Clearly Now," Gladys is not the lead voice. There is an understated flow to "The Music."

Best cuts: "Midnight Train to Georgia," "Where Peaceful Waters Flow." "I Can See Clearly Now."

Dealers: display in soul and pop.

THREE DOG NIGHT—Came, ARC/Dunhill DC5 50158. The group's versatility is emphasized in its soft, sweet, tight harmonizing and in its driving, energized sound. Either way, the triplet delivers. The material is delightfully simple, with lead vocal blending into the supporting voices and the organ riding its melody line with pungent breaks from the guitars. This band has been together through some stormy times and their music has remained tight and hard enough for commercial tastes. They sound like they have the potential to expand their musical horizons. But right now they deliver a solid, emotion giving package.

Best cuts: "Play Children Play," "Storybook Feasting," "Shambala" (their hit single).

Dealers: This California based band delivers the music and customers so show the jacket off.

PROCOL HARUM—The Best of Procol Harum, A&M SP 4401. This is in best of LP which comes as close to being what the life says it is than any LP which has come

along in a long time. Most best sets include a collection of the group's greatest hits, but since Procol have really enjoyed only two major hits is its distinguished career, this set features the tunes which really show them in top form. From the first major hit, "Whiter Shade of Pale," with its classical overtones, to the brilliant "Homburg," a biting social commentary never before released in the U.S. in LP form, through the other early material brilliantly produced by Danny Cordano, through the later material including "Conquistador" recorded with the Edmonton Symphony, this captures the unique style of the band. Featured are the words of Keith Reid, the organ piano boys they were the first to employ and Brooker's lyrics, a true collector's album.

Best cuts: "Whiter Shade of Pale," "Homburg," "Shine on Brightly," "A Sally Day."

Dealers: Though never a "singles" act, Procol have always been fine album sellers and are one of the few bands to achieve a real cult following.

DAMIAN GATES—Gates 15064. The earlier single from this LP, "Cloudb," deserved a much higher charting than it was. Current single, "Sat Around the House," is just as good. There are superb moments on the LP. But song for song, the collection does not have quite the same cerebral presence of a Broad album like Gates was the group's leading melody writer. He seems to be going here for more introspective personal statements rather than Top 40 book format. Still, we don't have to worry about Gates not coming through as a writer. He makes some of the prettiest records around.

Best cuts: "Sat Around the House," "Cloudb," "Society Rider," "Sop."

Dealers: Gates, of course, was the leader of Breed.

ALMANA JOYS—Early Alman, Dual D 5005 (Photogram). The Alman Brothers are currently the hottest band in the nation, and this set traces their beginning as the Alman Joys which included both Gregg and the late Duane Allman. The male rail, cut in 1965 in Nashville and produced by John L. Underhill and Buddy Klein, is a raw and downy sound not common in the band at this peak as they are today, but the beginning are certainly there. Duane and Gregg both show fine vocal styles while the guitar work of Duane is superb. The band recorded these tracks just before leaving for California, and are supposedly the earliest known recordings. In any case, they are certainly worth having for anyone who enjoys the Alman Brothers. LP features much of the country blues feeling still to present in its work.

Best cuts: "Singer," "Old Man River," "Spoonful," "Oh John."

Dealers: As mentioned, the band is the hottest in the land and this material is not a top off. It is well done and well produced. Display heavily.

SLADE—Sladest, Reprose MS 2173 (Warner Bros). Slade has been one of the top British bands for two years now, but they've yet to break through in this country as a major act. They have been known primarily as a single band, each single an exercise in the controlled wall of sound style of rock. Noddy Holder's vocals are frantic. Dave Hill's guitar is loud and full of great riffs and the group's songs are full of the drive and repetition good rock is made of. Now, on their first LP for Warner's, the label has made an extremely smart maneuver. They have included all of the group's major hit records, which serves the dual purpose of introducing them as a singles band as well as giving them an almost fresh start with the American listening public. This could be the real start of Slade.

Best cuts: "Look And You'll Find," "Mama Wee All Crazy Now," "Gothy Telling," "C'mon On Feel the Noise."

Dealers: Band has as almost underground following and are touring the country now. Display from stagefront.

LOW REEDS—Berlin, RCA LP 2001. A touch set from one of the most creative artists on the pop music scene today, featuring Reed's highly distinctive vocal style combined with his own lyrics, often sad songs. Songs are for the most part low key, with the vocals in a half talk, half sing style. Arrangements are superb, with vocals and instruments blending almost perfectly. While Reed has not deviated from his style to any degree, this is possibly the most potential LP he has done in some

time. A number of potential singles plus the Low Reed style make this his most comprehensive LP yet.

Best cuts: "The Kids," "Lucky Day," "Ch. Jim."

Dealers: Reed is a super star who appeals to most pop music buyers. Display in rock and with Velvel Underwood, his old group.

NEW RIVERS OF THE PURPLE SAGE—The adventures of Panama Red, Columbia KC 32455. This fine country rock group has come up with another top notch LP. Featuring the excellent instrumental work they have become noted for as well as some fine singing. Outbreak a spout of the Carefree Deep and still thought of as the same by many, the group has truly come into their own, with a distinctive sound that they have taken a long time to develop. Band can handle material with a country line and acoustic flavor as well as straight rock, and manages to do both without appearing to strain at all.

Best cuts: "Lonesome L.A. Cowboy," "One Too Many Stories," "You Should Have Seen Me Runaway."

Dealers: Fine cover opens up to cartoon strip of The Adventures of Panama Red. Band plays both rock and country gigs, so watch for them. They attract a wide range of fans.

LINDA RONARDT—Don't Cry Now, Aylum SD 5064. It's been two years since Linda last cut an LP and she was far Colder when she started out. This is her first for her new label and it is both fresh and reflective. Fresh as the sense that she sings slower than we are normally used to hearing her feel reflective in the sense that she looks back on her country-folk background and leans on these influences for her monthly pop music in pop music. There is an easy resemblance to Joan Baez's vocal quality when Linda sings slowly. And the singing slowly can't be. Her support is strong and confident, with more than a touch of country in the steel guitar and the overall charts. But this is not a country LP. She adds a little to Ray Newman's "Sally Gay," for example, which shows us how she can interpret powerfully powerful social statements in addition to the quasi-country tunes.

Best cuts: "I Can Almost See It," "Overspends," "Lucky Day," "Don't Cry Now."

Dealers: Strongest collection of pop and country for the can sell in both categories.

THE HOLLIES—The Hollies' Greatest Hits, EIC 32061. A fine collection from one of the pioneer bands of the British rock invasion who always seem to have been vastly underrated. This set contains a representative cross section of material from their first ten LPs but not their last. All of the material features the horn harmony singing that has always been a trademark of the Hollies and also traces the band's development as songwriters, from early efforts such as "Stop, Stop Stop" through "Long Cool Woman." Most of the cuts include Graham Nash, a founder member of the group and all include the distinctive lead vocals of Alan Clark (who after leaving the group briefly has now apparently returned). The Hollies music always seemed deceptively simple, and it probably was at the beginning, but the development into a fine vocal band is seen well here.

Best cuts: "Bus Stop," "Long Cool Woman in a Red Dress," "Pay You Back With Interest," "My Ain't Heany, He's a Brother," "You Say You Back With Interest."

Dealers: Band has had more than a dozen chart hits over the past 10 years and have almost a cult following.

DR. NOOK & THE MEDICINE SHOW—Belly Up, Columbia KC 32270. That one-eyed wonder and his gang have another brilliant shakedown LP, alternating twined ballads with utterly raucous chills of satire. Both lead singers contribute to grow in perspective, while Sheri Sherreline hasn't run dry and producer Ron Halliwell keeps improving the band. Dr. Nook has kept his eye on the corner who considered them lightweight at first.

Best cuts: "Life Aint Easy," "Acquaint Gals."

Dealers: This set already has a hit single with "Life Aint Easy."

ROGER WILLERS—Dead Foks Sarry I Haven't Written Lately, Columbia KC 32449. One of the strongest cases in pop history. Miller opening up a whole new standard of contemporary music and then stopped waiting and making major arrangements. This album is a heartening return, with Miller writing all of the cuts and producing material very much in his unique nonsense vein. The man is good, music was in a set, and lets him run a mile from him.

Best cuts: "I Believe in the Sunshine," "I Jumped From Uncle Harvey's Plane," "Mama Used to Love Me But She Died."

Dealers: Miller is of course a pop and country seller.

ATZKEA—Pyramid of the Moon, Columbia KC 32451. Columbia's latest rock band based on cooking with hardy lyrics in their second album. Best cut: "Mazlitz."

TED NEELEY—1944 A.D., RCA APL 10317. Good mix of hard rock and ballad material from the instant artist. Best cuts: "Rock and Roll Spins," "Spill Away."

CHIRS AIGER, Aylum SD 5063. At his best, this attorney's rockingly dense Shogun arrangements make much of Miller's little brother sound although his older brother Ray. But he has his own style as a singer and songwriter and should be around a while. Best cut: "Let Me Down Easy."

Dealers: Display in both soul and female vocal sections.

(Continued on page 48)

also recommended

quartet lines to work in the Four Tops Tempts way. The vocals are strong and pretty with a little musical machine. Best cuts: "Society," "What You Don't Know."

QUEEN, Elektra EKS 75004. First above average rock set from British band, featuring powerful lead vocals from Freddie Mercury and superb guitar work, acoustic and electric, from Brian May. Best cuts: "Doing All Right," "Great King Rat."

TOMY BENNETT—Tomy Bennett's Greatest Hits, W 7 MCM SC 4929. The fantastic super singer in power combined with always entertaining lyrics, excels on this album. Best cuts: "I'm a Winner," "I'm a Winner as well as love." Best cuts: "Let Her Be Singing," "Let's Do It (Let's Fall in Love)."

FREDA PAYETTE—Reaching Out, Invicta KC 32493 (Columbia). Ms. Payette has paid together a remarkably versatile album, showcasing her ability to sing straight soul, easy listening material or rock flavored soul. She has picked material from the

pen of Holland Dozier Holland. Paul Williams and Rod McKuen among others, and can sing in a fairly manner backed by a combo or a host of full orchestras. Production work of the Holland Dozier Holland team is superb, with Ron Dunbar leading a very important helping hand. This should be the LP that establishes this yet rare and still young vocalists as a true star to every sense of the word.

Best cuts: "Mother Mavis's Favorite Child," "Wood For Love," "Ratty Days and Mondays," "If You Go Away."

Dealers: Display in both soul and female vocal sections.

Soul

Dealers: These are cuts from the group's previous works and this LP should put fans.

FREDA PAYETTE—Reaching Out, Invicta KC 32493 (Columbia). Ms. Payette has paid together a remarkably versatile album, showcasing her ability to sing straight soul, easy listening material or rock flavored soul. She has picked material from the

THE MAJOR INCREMENT—Greatest Hits, RCA LP 10314. These three gentlemen are five talents working within the current framework of modern soul music which means easy going vocals, in addition to their assertive vocal approach, their music sports delightful background support from a huge band as directed by Bert DeCaux. The cuts include performances by the late Donald McPherson. Cuts including in the lead vocal line and he maintains the line tradition established by McPherson. The group has the ability to be about how funny (try "No Tears in the End") and also gently glide over the message.

Best cuts: "Everybody Plays the Fool," "No Tears," "Make It With You."

A GRAPHIC EXAMPLE OF JUST HOW EXTENSIVELY BILLBOARD COVERS THE MUSIC INDUSTRY

GRAPHICS

It's an industry within an industry. Within the music business, graphics shape and reflect the musical philosophy of all the companies. Because of the importance of graphics in the marketing of recorded product, it is one aspect of the music industry that deserves to be explored in depth.

Coming in Billboard's October 27 issue you'll get a first hand report on the major role graphics play in the music industry.

You'll get an up-close look at the "easel riders" of the recording industry; the artists who create album covers and promotional materials. And Billboard's "The Look of Music" issue will also focus on the photographers and photographic houses that develop LP covers and ads for the various record labels.

Included in Billboard's "The Look of Music" are interviews with leading photographers working in the record field and the labels' art directors who are responsible for hiring freelance artists.

Billboard's "The Look of Music" provides the record industry an opportunity to see how an important aspect of the music business functions. Not only will the "Look of Music" be an education, but it will also

"THE LOOK OF MUSIC" IS COMING IN THE OCTOBER 27 ISSUE OF BILLBOARD

be a worthwhile advertising vehicle for anyone in the industry who draws on the talents of graphics artists.

"The Look of Music" will also feature stories on: PRINTING, PACKAGING, SHRINK WRAPPING, IN-STORE DISPLAY FIXTURES, MERCHANDISING AIDS.

Billboard's "The Look of Music" is coming in the October 27 issue. Now is the time to plan your dynamic ad for "The Look of Music" because we draw the line on final art on October 5.

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Billboard's Top Album Picks

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Bubbling Under The Top LP's

- 201--JOHNNY RODRIGUEZ, *All I Ever Wanted To Do Was Sing*, Mercury SRM 1 586
202--BETTY DAVIS, *Just Sunshine*, JSS 5 (Famous)
203--PETER YARROW, *That's Enough For Me*, Warner Bros 0598
204--BONNIE RAITT, *Taking My Time*, Warner Bros. 2729
205--ROY WOOD, *Boulders*, United Artists UA 1A 158 F
206--CRUSADERS, *At Their Best*, Motown M 796 V
207--JIMMY CLIFF, *The Harder They Come*, Mango SMAS 7400 (Capitol)
208--MORGANA KING, *New Beginnings*, Paramount PMS 6067 (Famous)
209--ELECTRA GUILD IN *BLUE SOUNDTRACK*, United Artists UA CA 062 H

- 210.—JAMES BROWN, *Soul Classics Vol II*, Polydor PD 5402
211.—PREMIATA FORNERIA MARCONI, *Photos of Ghosts*, Manticora 66668 (Atlantic)
212.—BKE & TINA TURNER, *Live ... The World Of Ike & Tina Turner*, United Artists UA LA 064 G2 0698

- 213.—BEDLAM, Chrysalis CHR 1048 (Warner Bros.)
 214.—LIVINGSTON TAYLOR, *Over The Rainbow*, Capricorn CP 0114 (Warner Bros.)
 215.—SPENCER DAVIS GROUP, *Glaube, Glaube Vgl 1015* (Phonogram)
 216.—SEASIDE STREET LWE, T.V. Cast, Columbia KC 32343
 217.—THAT'S GLOUBUS MUG MUSICALS, *Bad Wagon/Kiss Me Kate*, MGM 2 SES 44
 218.—LOOK'NG GLASS, *Subway Serenade*, Epic KE 32167 (Columbia)
 219.—AVERAGE WHITE BIRD, *Your Hand*, MCA 345
 220.—NEW RUTH, *It's Been A Long Time*, RCA APL 1 02785

Bubbling Under The HOT 100

- 101.-I CAN'T BELIEVE THAT IT'S ALL OVER, Shooter Davis, RCA 74-0968
102.-LOVE IS THE FOUNDATION, Loretta Lynn, MCA 49058
103.-COSMIC SLOP, Funkadelics, Westbound W218
104.-OH WHAT A FEELING, Johnny Nash, Epic 5-11034 (Columbia)
105.-PASSION PLAY EDIT #10, Jethro Tull, Chrysalis 2017 (Warner Brothers)
106.-KISS IT AND MAKE IT BETTER, Mac Davis, Columbia 4-45911
107.-BACK IN THE HILLS, Blue Ridge Rangers, Fantasy 710
108.-OPEN UP YOUR HEART, Rooster Miller, Columbia 4-45873

109. -SMARTY PANTS, First Choice, Philly Groove 179 (Ball)
110. -ALL THE WAY DOWN, Etta James, Chess 2144
111. -BACK FOR A TASTE OF YOUR LOVE, Syl Johnson, Hi 45-2250 (London)
112. -YOU'RE IN GOOD HANDS, Jermaine Jackson, Motown 1244
113. -SHIDOLE-EE-DEE, Clint Holmes, Epic 5-11033
114. -YOU CAN'T HIDE LOVE, Creative Source, Sussex 501

- 115.-LOVE DON'T CAPE, Perry Como, RCA 0096
116.-HUM ALDING & "NCE, Rare Earth, Rare Earth 5034 (Motown)
117.-I JUST CAN'T STOP LOWING YOU, Cornelius Brothers & Sister Rose, United Artists, XW 313 W
118.-DANCING ON THE MOON, Judi Pulver, MGM 14615
119.-DREAM ON, Aerosmith, Columbia 4-45894
120.-EASY EVIL, John Kay, Dunhill 63016
121.-I'LL HAVE TO GO AWAY, Skavok, Capitol 3661

Pop album picks—titles deemed headed for a post among the first 100 places on the Top LP chart. Pop also recommended LP's are titles thought to wind up among the lower half posi-

tions. Other category LP's are deemed to break in the top and lower half of the their respective charts in a similar fashion. Review editor—Eliot Tiegel.

FM Action Picks These are the albums that have been added this past week to the nation's leading progressive stations

ALBUQUERQUE: KRST-FM, Jay Burns
ATHENS, Ga.: WUOG-FM, Don Sylvester
ATLANTA: WRAS-FM, Drew Murray
BABYLON, N.Y.: WBAB-FM,
Kathy Cunningham
BALTIMORE: WKTK-FM, Joe Buccheri
DALLAS: KAFM-FM, Loretta Angeline
DENVER: KBPI-FM, Frank Felix
DENVER: KCFR-FM, Jeff Pollock

JAY ALEXANDER, "Profile," SDC: KRPM FM
 THE AVERAGE WHITE BAND, "Show Your Hand," MCA: WYVR FM, KRST FM
 KEVIN KATZ, "Bananasum," SDC: WATK FM
 AZTECA, "Pyramid Of The Moon," Columbia: WYVS FM, KFYR FM, WCMJ FM
 MARCY BARRY, "Bodacious Day," Gracie: WQXI FM
 GOTO HIGUCHI, "Singles," Flying Dutchman: WQXI FM
 EDWIN BLOODS, "Sensational," Columbia: WYVS FM
 BLUE, ISO: WYVR FM
 BROTHERS, "Rainbow Riders," Columbia: WKTH FM
 BUCKINGHAM—NICKS, Polydor: KFMY FM
 TIM BUCKLEY, "Selena," Discoat: KAFM FM, KSJD FM
 STEPHEN COHEN, Melton: WUOG FM
 TERRY COLLIER, "I Just Can't Help Myself," Cadet: WOUR FM
 DENNIS COHEN, Decca: WUOG FM
 BOB HOOD, "Only You," Columbia: WYVS FM, WYVS FM
 ESPERANTO, "Black Stripes," A&M: KRST FM
 BILLY FRYER, "Daisy," Talsma: KCFR FM
 THE FOUR TOPS, "Main Street People," Dunhill: WGLF FM
 MICHAEL FRANKS, Burt: KAFM FM
 DAVID GATES, "First," Elektra: WYWE FM, WSB4 FM, KSJD FM
 GENESIS, "Live," Chronicle: WRCR FM
 GOOD SEED, "Among The Rocks," WUOG FM
 GRATEFUL DEAD, "Wake Of The Flood," Grateful Dead: KRPM FM, KRSE FM
 HANSON, "How High This Mountain," WYVS FM
 JIM HENDRICKS, "Moke," Top: WYVR FM
 THE ISLES, "The Alchemists," CBS (import): WCMJ FM
 HADLEY, "Bridges," + 3 + 3 Y&N: WYVR FM, WOUR FM, WDAF FM

EUGENE: KFMV-FM, Janice Whitaker
ITHACA: WYBR-FM, Ric Browde & Dan Boyle
NEW YORK: WNEW-FM, Dennis Elsas
NORFOLK: WOWI-FM, Larry Dinger
ORLANDO: WORJ-FM, Mike Lyons
PHILADELPHIA: WDAS-FM, Harvey Holliday
PHILADELPHIA: WMMR-FM, Dennis Wilen
PROVIDENCE: WBRU-FM, Marc Kirkeby
RACINE: WRKR-FM, Joey Sands

CHRIS JACKSON, *Anytime*: WBAB-FM, KSIO-FM, KPBB-FM, WUOG-FM, WOYI-FM, WRWS-FM, WJAG-FM

ELTON JOHN, *Goodbye Yellow Brick Road*: MCA, CHUM-FM, KSJH-FM, KPBB-FM, WUOG-FM, WYCF-FM, WRBU-FM, WRUL-FM, WRWS-FM, WRWS-FM

JOHN JOHNSON, *My Blue Heaven*: WBAB-FM, KSIO-FM, KPBB-FM

JOHN KLEINER, *"Intensity," Impulse*: WBAB-FM, WYCF-FM

GLADYS KNIGHT & THE PIPPS, *"Imagination," Buddah*: WRUL-FM, WRWS-FM, WRWS-FM

KRIS KRISTOFFENSE & RITA COULSON, *"Full Moon," A&M*: WRKR-FM

LAZARUS, *"A Fool's Paradise," Bearsville*: WBAB-FM

LINDA LEVINS, *"Say No More," Reprose*: WOYI-FM

LIGHTHOUSE, *"Can You Feel It," Reprose*: WRAS-FM

DENNIS LINDSAY, *Exile*: WYVS-FM

LOVE, *Unchained*: "Under The Influence," 20th Century: WYAS-FM

SUZY MCGRATH, *"Child Games," Adelphi*: KZCR-FM

MAGMA, *A&M*: WYDR-FM, WYCF-FM, WYVS-FM

WYVER MANDEL, *"Shaveheads," Janus*: WOYI-FM, WKTF-FM

MANHATTAN, *"Just Outside Of Town," Reprose*: WRWS-FM, WUOG-FM, KAFM-FM

JOHN MALLER, *"10 Years Gone," Polygram*: KPBB-FM, WYCF-FM, KRST-FM, KPBB-FM

STEVE MCINTOSH, *"The Joker," Capitol*: WRUL-FM, WRUL-FM, WRUL-FM, WRUL-FM, WRUL-FM, WRUL-FM, WOYI-FM, WOYI-FM, WYCF-FM, KRST-FM, KSJO-FM, KPBB-FM, KPBB-FM

NEW RIVERS OF THE PURPLE SUE, *"The Adventures Of Panama Red," Columbia*: WBAB-FM, WRWS-FM, WYVS-FM, KSJH-FM

QUEEN, *"I'm A Wilder, Not A Fighter," MCA*: WKTF-FM

PACIFIC GAS & ELECTRIC, *(Charles Charles Nelson)*, *Dischord*: WRUL-FM, WYVS-FM

P.S.M., *"Pocket Of Ghosts," Meritone*: KRST-FM, WRAS-FM

WILSON, *"Phobias Of," Let's Stay," Reprose*: KPBB-FM, WOYI-FM

ROCHESTER: WCMF-FM, Bernie Kimball
SAN JOSE: KSJO-FM, Douglas Droese
ST. LOUIS: KSHE-FM, Shelley Graftman
TALLAHASSEE: WGFL-FM, Daryl Stewart
TORONTO: CHUM-FM, Benjy Karch
UTICA, N.Y.: WOUR-FM, Tony Yoken &
Steven Huntington
VALDOSTA, Ga.: WVVS-FM, Bill Tullis

POCLOU, HARMON, "Sweet Dixie": A&M: KFMY-FM, WBAB-FM, WCWF-FM, WYVS-FM
 QUEEN, ELTON JOHN, "I Wanna Be Free": WYVS-FM
 RENO RAFFERTY, "Can I Have My Money Back": Blue Thumb: KPBI-FM
 LU: DEED, "Berlin," K&M: WYVS-FM, WYWF-FM, WORL: FM, KAFM-FM, WRAS-FM
 JUDY RIMONSTAD, "Don't Cry Now": A&M: WBAB-FM, KSJO-FM, WORL-FM
 SCHUBERT, CAROL, "Candle in the Wind": K&M: KSCE-FM
 SHOOT, "On the Frontline," Capitol: WOLF-FM
 SIEGAL, SCHWALL BAND, "533 West": Wenden Kinetik: WKRR-FM, KPFR-FM, WORL-FM
 SLADE, "Sladest," Warner Bros.: KAFM-FM, KSJO-FM, WORL-FM, WYWF-FM
 SPOWORTH, CATHY, "The Miraculous Hump Returns From the Moon," Raprice: KPBI-FM, WYVS-FM
 STARR, "Photography," Apple: CHUM-FM
 LIVINGSTON STATION, "Over The Rainbow," Capricorn: WBRI-FM
 ROD TAYLOR, Aylem: WYOF-FM
 RAY THOMAS, Janna: WORL-FM, KFMY-FM
 THREE DOTS, "Cynao," Durbell: KAFM-FM
 TUCKY BUZZARD, "Bright On The Night," Purple (import): WKTC-FM, WYGF-FM
 UHAIN HEAR, "Sweet Freedom": Warner Bros.: WKRR-FM, KRST-FM
 JOHN WALKER, "Mystery: WOLF-FM
 THOMAS VAN LEE, "The Wonderful Columbus": WOLF-FM
 BOY WOOD, "Boulders," United Artists: WCWF-FM, KPBI-FM, WYOF-FM, WRAS-FM
 RAY WOOD, "Boulders," KSCE-FM, KSJO-FM, KAFM-FM, KRST-FM
 JESSE COULD YOUNG, "Song For Jack," Warner Bros.: WRAS-FM, KRST-FM
 DENNIS COULSON, "Ghosts": WYGF-FM
 COUNTRY GAZETTE, "Don't Give Up Your Day Job," United Artists: KPFR-FM, WBAB-FM, WYOF-FM

Executive Turntable

● Continued from page 4

nsack, N.J., Urman will be responsible for the firm's entire custom duplicating sales functions. . . . Officials of the new Gatefold Dead label (see separate story) are **Ron Rakow**, president; **Andy Leonard**, **Joshua Brown** and **Steve Brown**, advertising and promotion; and **Bob Seidemann**, expeditor. . . . **Joseph P. SooHoo** appointed programmer for Polygram Corporation. He will perform computer systems services for all Polygram operating companies, MGM Records, Phonogram Records, Polydor Records, and Chappell Music. . . . **John H. Bermingham** appointed staff vice president and counsel for RCA Corporation.

Norman Gardner appointed East Coast regional promotion manager for Crossover Records. Gardner was most recently New York promotion man for Skyline Distributors. . . . **Steve Baker** named director of a&r for Miami-based Earth Records and World Productions. Baker recently left MCA Records where he was a Florida promotion man.

Tape Pirate Fined 10G's

● Continued from page 3

75,000 8-track tapes were confiscated along with several pieces of duplicating and loading equipment.

Judge Ronald George sentenced Looney and placed him on three years summary probation on condition that he pay a \$10,000 fine plus penalty assessment or serve 1,000 days in prison. He also was sentenced to three months in county jail on each count (suspended) and was ordered to refrain from engaging in any manner in the tape piracy business.

Record manufacturers named in the complaint were MCA, Capitol, A&M and Warner Bros. Each firm was represented in five counts.

Latin Labels Unite

● Continued from page 3

Bilingual posters will be offered to all members explaining the difference between a bootleg and legitimate tape for distribution among their customers. In addition, a reward will be offered for anyone providing information concerning illegitimate operations at the manufacturing or retail level. Letters will go to persons outside the L.A. area within the month. Dues will be \$200 for manufacturers and \$100 for distributors.

Venzor said. "Proportionally, we feel the bootleg and counterfeit tape

and disk situation is just as serious in the Latin market as it is in the American pop market. We hope to make a dent in Southern California and then move to the Northern part of the state. Then we will move East."

In addition to the election of Venzor as association president, other officers include: Jorge Borrego, vice president, Guiro Records; Valiente Velasco, secretary, Peerless-Musart; and Mildred Weiss, treasurer, MPA Records.

Initial members include: Oricon Records; Peerless, Musart Records; Musimex; and Gas Records; all manufacturers. Distributor members include: Guiro Records; MPA Records; Baly Records and Discount; Cal-Mex Records; Amex Records; Melo Records; and Pan American Records of Chicago.

Billboard's Top Single Picks

Number of singles reviewed
this week **112** Last week **128**

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THE MARSHALL TUCKER BAND—*Take The Highway* (2:55); producer: Paul Hornsby; writer: Tony Caldwell; publisher: No Exit, BMI; Copyright 0030 (Warner Bros.) Is it Jethro Tull meets the Allman Brothers? No, it's Capricorn's new wonder group with an irresistibly cooling single surefire to make them household words. Flute, organ bits and flut southern rock guitar work dominate the instrumental jamming. Basically an FM sound, but so dramatically organized and energetic it can't miss on top 40. **Pop**; no info available.

STEELY DAN—*My Old Shoe* (4:11); producer: Gary Katz; writers: W. Becker, D. Fagen; publisher: American Broadcasting, ASCAP, ASC 11396. Those new pieces of a slightly frosty AM single form another hit from their production line. Opening piano riff sounds almost like Elton, but the high-flying chorus hook is harmonized with unmistakable Steely Dan inventiveness. Verse lyrics can't be heard quite clearly enough to know what the song is about, but it sure sounds like. **Pop**; no info available.

Songs listed on this page are the consensus of a review panel which listened to the music individually and then collectively and then voted

Pop

DEODATO—*Super Star* (4:26); producer: Creed Taylor; writer: Eumir Deodato; publisher: Kaysa, ASCAP, CTI 16. Are the charts still open to offbeat instrumentalists? If so, this is one of the best. Deodato's "Rhapsody in Blue" had a pretty good chart life and this is the former disc. It has the sultry churning beat and shimmering surfaces of today's most original soul productions. **Pop**; "Rhapsody in Blue" (3:45); producer: Creed Taylor; writer: George Gershwin; publisher: New World, ASCAP.

also recommended

RAY CHARLES—*Come Live With Me* (2:19); producer: Ray Charles; writers: Buddy Bryant, Felix Bryant, House of Bryant, BMI; Crossover 973.

DARBA STREISAND—*The Way We Were* (3:29); producer: Marty Paich; writers: M. Harnisch, A. Bergman, M. Bergman, Galsgors, ASCAP, Columbia 45944.

NEIL DIAMOND—*Be* (3:28); producer: Tim Catalano; writer: Neil Diamond; publisher: Stonebridge, ASCAP, Columbia 445942.

REDKONE—*Come and Get Your Love* (3:30); producers: Pat & Lolly Vegas; writer: L. Vegas; publishers: Blackwood, Noveline, BMI, Epic.

ROGER MCGUINN—*Dragoo* (3:30); producer: Roger McGuinn; writer: R. McGuinn, J. Levy; Blackwood, Peltola, Jopson, BMI, Columbia 45931.

JAN & DEAN—*Don't Make Me Come Home* (2:35); producer: Jan Berry; writers: J. Berry, R. Christian, A. Knafel, M. Wilson; publisher: Screen Gems Columbia, BMI, United Artists 952.

also recommended

for the titles published this week. Songs not listed have received a three star rating. Review Editor—Eliot Tiegel.

Soul

BARRY WHITE—*Never, Never Gonna Give You Up* (3:58); producer: Barry White; writer: Barry White; publisher: J. White, January, BMI, 2000 Century 2056. Isaac Hayes has made his mark on White. This song sounds very much like a Hayes production, with spoken word vocal, a soft vocal style, some beautiful string and flute work and a related story. The message: Barry will never quit on his live. **Pop**; no info available.

DON GUNY—*Somewhere's Been Enjoying My Home* (3:36); producer: Don Guny; writers: L. Scott, E. Derby, U. Ven, ASCAP, Mercury 73430. Flip: "Bad Mooling" (2:36); producer: Don Guny; writer: E. Derby, N. Jean, U. Ven, ASCAP.

This is actually to Gony's story about discovering his wife is up to extra credit: the title follows the same motif he uses. Now in his strong vocal style he discovers somebody's been sleeping in his bed and enjoying other sovereign rights. **Pop**; no info available.

also recommended

CANDY STATON—*Love Chain* (2:47); producer: Rich Hill, writer: G. Jackson, R. Moore, L. Chambers; publisher: Fame, BMI, Fame 328 (UA).

IAN THOMAS—*Painted Ladies* (3:30); producer: John Lombardi; writer: Ian Thomas, Conith, BMI, June 224. There's a cross between the Eagles and America on this flowing story about travelling around the thinking about returning home. **Pop**; no info available.

THE PATTERSON TWINS—*Back to Love Again* (3:08); producers: Terry Shondell, George Lennexer; writer: George Jackson; Fame, BMI, King 6422.

TERRY FULTON—*Give Me One More Chance* (3:05); producer: Terry Fulton; writer: T. Fulton; publishers: Durango, Eleriane, ASCAP, Epic 11037 (Columbia).

LITTLE RALPH—*I Don't Want to Be Free* (Don't Want Nobody Standing Over Me) (2:40); producers: Huey Meaux/Ral Ralph; writers: Ernest Cate, Earl Cate, Flatiron, BMI, Tri-arc 917 (Starday/King).

First Time Around

(These are new artists deserving display and sales consideration)

MERLE HAGGARD—*We Make It Through December* (2:41); producer: Ken Nelson; writer: Merle Haggard; Shale (BMI), Capitol 3746. Another change of pace by Haggard, who keeps surprising with his various styles, and does so well with all. He is a complete artist. Flip: "Bobby Wants a Puppy Dog for Christmas." Same credits.

BOB LUMIN—*Smiling Living* (3:57); producer: Glenn Sattler; writer: Troy Shondell; publisher: Epic 511038. That smooth, deep voice gives this old time a new treatment that demonstrates just how well Lumin can do a ballad. It's a change from his recent up tempo flip, "I'm Gonna Write a Song." producer: same, writer: Glenn Sattler.

HANK WILLIAMS JR.—*The Last Love Song* (2:43); producer: Jim Vennett; writer: Hank Williams Jr.; Hank Williams Jr. Music (BMI), MGM 14555. There is an old theory that, it one of the worst right song, he writes the song. Junior has done just that. It's a beauty, and Vennett has brought out the best in him. Probably the finest he's done.

ROY CLARK—*Somewhere Between Love and Tomorrow* (3:11); producer: Jim Foglesong; writers: B. Rennie, T. Lazzaro; Chess Music/Charlie Boy (ASCAP), DOT 17480. One of the world's leading entertainers puts his soul into this one in a week of great hits. He makes you feel it. **Pop**; no info.

PAT ROBERTS—*I'm Gonna Keep Searching* (2:57); producer: George Ritchey; writers: G. Ritchey, C. Taylor, R. Wilson, A. Galsgors/Ritchey, DOT 17478. The youngster takes one of his album and runs with it, and the whole thing is off and running. He's improved with each release, and this one is exceptional. **Pop**; no info.

also recommended

ANTHONY ARMSTRONG JONES—*I've Got Love* (2:46); producer: Glenn Sattler; writer: Kenny O'Dell; House of Gold (BMI), Epic 511042.

JOHN AUTRY—*Kansas City's Hurtler* (Kind 2:47); producer: Willie Fong Young; writer: John Autry; Flip Pocket (BMI), Tost 312.

WYNN STEWART—*It's Raining in Seattle* (2:41); producer: Bobby Bare; writer: R. Wynn Stewart; Return (BMI), RCA DINO 0114.

BOBBY WHITMAN—*Love Someone on My Mind* (2:26); producer: Don Gent; writer: D. Cook; Winks (ASCAP), Epic 11390.

DOBBY LUDWIG—*Looking for a Cold Lonely Winter* (2:44); producer: Jimmy Ray; writer: Ronnie Rogers, Newsboys (BMI), Rick 5063.

LAWANDA LINDSEY—*Sometime Feeling* (2:09); producer: Buck Owens; writer: Jim Shaw, Blue Book (BMI), Capitol 3739.

DAVE DUDLEY—*Rollin' Rig* (2:17); producer: Jimmy Ray; writer: Ray Bahen, Newsboys Music (BMI), Rick 735064.

Country

Regulation #1527 Electrical Transcriptions (a) Recording Studios

Tax does not apply to the charges by a recording studio for the recording of a program on "wax," tape or wire if the "wax," tape or wire is not delivered to the customer or to any person at the direction of the customer and title is retained by the studio. If, however, the recording studio agrees to furnish finished records, acetates or other tangible personal property which becomes the property of others, tax applies to the sale of such tangible personal property, without any deduction on account of the rental of the studio facilities, or other labor or service costs involved in the manufacture of such tangible personal property, even though such costs are itemized in the billing rendered to the customer.

To the extent that the studio in making the recording rents tangible personal property to the customer, tax applies as set forth in regulation 1660.

(b) Processors

The furnishing of "masters," "mothers," "stampers," and finished records by a processor to a producer constitutes a sale of tangible personal property and tax applies thereto.

(c) Library Producers

Tax applies as explained in regulation 1660 to rentals of records and other tangible personal property by library producers.

'Seagull' to Get Flying Push by Col

Continued from page 3

tion's with a Top 40, progressive or MOR format; a number of sales aids, including posters, a mobile, streamers, and display cards; and an hour-long radio show. Featuring Neil Diamond and selections from the L. Teller stated that the radio show would be placed in a number of markets with label advertising backing.

The thrust of the campaign will follow the various market premieres of the Paramount Pictures film, said Teller. The film premieres here Oct. 24 and in Los Angeles (31), with upwards of eight other U.S. premieres scheduled for November. National distribution by Paramount has been slated for December.

AMRA Sues Decca Over \$37.5G Unpaid Royalties

NEW YORK—The American Mechanical Rights Association (AMRA) has brought a breach of licensing agreement suit against Decca Records, in U.S. District Court here, in an attempt to recoup an alleged \$37,500 in unpaid royalties owed to it by the defendant.

According to lawyers for the AMRA, an audit was conducted on the defendants books and records in July last year for the period Jan. 1, 1965 to Dec. 31, 1968, and it was allegedly disclosed that the defendant, in breach of its licensing agreement with plaintiff, failed to report, account for, and pay all the royalties due plaintiff on behalf of its members, during the period covered by the audit.

The suit further argues that more than 30 days have elapsed since plaintiff demanded from defendant, in writing, the full amount of royalties attributable to the audit period,

and that to date no portion had been paid.

AMRA also argues that upon information and belief the defendant wrongfully and intentionally concealed from the plaintiff the true and correct amounts of royalty payments due by rendering accountings which were false and which substantially understated the actual amounts due.

In addition to seeking recovery of the amount of royalties allegedly due, the plaintiff is also seeking an additional \$112,487.97 in exemplary damages; as well as interests, costs, counsel fees and other and further relief which the court may deem just and proper.

When Answering Ads . . .
Say You Saw It In Billboard

FACT: Record industry trade papers are the most effective means of influencing radio programmers.

And **Billboard** is the most effective of the record industry trade papers ... We can prove it.

Billboard commissioned the research division of Hegen Communications, Inc. to do in-depth research to disclose—for the first time—how advertising in trade publications influences airplay.

Various record manufacturers designated St. Louis, Missouri as a typical music market, prompting the research team to conduct in-depth interviews with individuals at 20 of the 21 St. Louis stations that program music. Here's what they found:

Of the top ten sources of information used by radio programmers, trade publications lead the field with a decisive 83.7 per cent margin.*

Most of the individuals interviewed in St. Louis admitted being influenced, in various ways, by trade paper advertising.

After determining that trade paper advertising does, indeed, influence radio programmers, the researchers wanted to know how the different record industry trade papers compared against one another.

Within the St. Louis Market, 92% of the key programming sources read **Billboard**.*

As you can see, trade paper advertising does, in fact, influence radio individuals who program a station's music and expose it to the record-buying public. And **Billboard** has proven to be the number one source used by radio programmers to learn about and evaluate new releases through its news, reviews, charts and advertising. Projecting all this one step further, you could say that trade advertising in **Billboard** indirectly communicates to, and sells to, the all-important consumer.

Billboard. We take your advertising one step further.

For your own private videocassette screening of **Billboard's** radio influences, call: **Peter Heine, Director of Sales, Los Angeles, 213/273-7040 (or)**

Mike Eisenkraft, Eastern Sales Manager, New York, 212/764-7348. It could well be the most informative 15 minutes you've spent this year.

Billboard

One & Many Approves Strict Anti-Piracy Legislation Yet

Payola Charges Cloud NATRA 1973 Convention

Copyright Study Outlines Non-Profit Street Copying

Registration Producing Future's Good Trade Mix

APM: Close New Orleans, Laidback Deal

Radio Programming Search

Radio Programming Search

Radio Programming Search

Radio Programming Search

*Statistics compiled from independent research conducted by Hegen Communications, Inc., and is available for examination on request.

Billboard

Record Industry Association of America
 (RIAA) has announced that
 the following chart is
 based on the week's pop
 sales as indicated by
 (RIAA) indicated by
 (RIAA) indicated by

STAR PERFORMER:
 The following chart
 shows the week's pop
 sales as indicated by
 (RIAA) indicated by
 (RIAA) indicated by

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE-Artist (Producer/Writer, Label & Number (Distributing Label))	THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE-Artist (Producer/Writer, Label & Number (Distributing Label))	THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE-Artist (Producer/Writer, Label & Number (Distributing Label))
1	1	11	HALF-BREED —Cher (Glen Campbell for Warner Bros.)	45	10	10	ESCAPEE —Shirley (Philly Phils, Blue Thumb, MCA 216 (Chess/Janis))	68	70	5	THIS TIME IT'S REAL —Tina Turner (Clayton Kopp, Warner Bros.)
2	8	8	RAMBLIN' MAN —Steve Davis (Columbia 3027 (Warner Bros.))	66	2	2	YOU'RE A SPECIAL PART OF ME —Diana Ross & Marvin Gaye (Glen Campbell, MCA 216 (Chess/Janis))	69	63	7	EVERYBODY HAS THE BLUES —Mark James (Clayton Kopp, Warner Bros.)
3	3	14	LET'S GET IT UP —Alvin Stander (Glen Campbell, MCA 216 (Chess/Janis))	38	6	12	THEME FROM "CLEOPATRA JONES" —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	70	65	11	EVIL—Earl, Bud & I (The Meters, MCA 216 (Chess/Janis))
4	5	9	HIGHER GROUND —Steve Davis (Columbia 3027 (Warner Bros.))	39	12	12	THEME FROM "CLEOPATRA JONES" —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	71	83	3	COUNTRY SUNSHINE —Doris Day (Glen Campbell, MCA 216 (Chess/Janis))
5	6	6	ANGEL —Glen Campbell (Glen Campbell, MCA 216 (Chess/Janis))	44	4	4	JESSE —Barbara Fisk (Glen Campbell, MCA 216 (Chess/Janis))	72	98	2	LET ME BE YOUR LOVER —Mark James (Clayton Kopp, Warner Bros.)
6	14	2	THAT LADY —Alvin Stander (Glen Campbell, MCA 216 (Chess/Janis))	33	13	13	JIMMY LOVES MARY ANNE —Laurie Lister (Glen Campbell, MCA 216 (Chess/Janis))	73	73	3	MY THUMB DOWN TO MEXICO —The Meters (Clayton Kopp, Warner Bros.)
7	2	11	LOVES ME LIKE A ROCK —Paul Simon (Paul Simon, Columbia 3027 (Warner Bros.))	26	1	1	I GOT A NAME —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	74	79	8	BLOOD RED & GOING DOWN —Tina Turner (Clayton Kopp, Warner Bros.)
8	11	7	MIDNIGHT TRAIN TO GEORGIA —Doris Day (Glen Campbell, MCA 216 (Chess/Janis))	41	7	7	GYPSY MAN —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	75	78	4	GOTTA FIND A WAY —Mark James (Clayton Kopp, Warner Bros.)
9	10	8	KEEP ON TRAINING —Glen Campbell (Glen Campbell, MCA 216 (Chess/Janis))	24	11	11	SATURDAY NIGHT'S ALRIGHT FOR FIGHTING —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	76	77	5	RUBBER BULLETS —The Meters (Clayton Kopp, Warner Bros.)
10	12	12	WE'RE AN AMERICAN BAND —Grand Funk (Grand Funk, Warner Bros.)	56	3	3	JUST YOU & ME —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	77	84	3	LIFE Ain't Easy —The Meters (Clayton Kopp, Warner Bros.)
11	14	9	YES WE CAN CAN —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	47	4	4	NUTSHUT CITY LIMITS —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	78	84	3	WEST COAST WOMAN —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
12	23	6	HEARTBEAT IS A LOVE —Doris Day (Glen Campbell, MCA 216 (Chess/Janis))	45	13	13	STONED OUT OF MY MIND —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	79	89	3	MY PRETENDING DAYS ARE OVER —Doris Day (Glen Campbell, MCA 216 (Chess/Janis))
13	25	5	PAPER ROSES —Mark James (Clayton Kopp, Warner Bros.)	46	16	16	IF YOU WANT ME TO STAY —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	80	87	2	DOH BABY —The Meters (Clayton Kopp, Warner Bros.)
14	17	10	FREE RIDE —Glen Campbell (Glen Campbell, MCA 216 (Chess/Janis))	47	32	32	IF YOU WANT ME TO STAY —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	81	87	2	UNDERSTANDING LOVE —The Meters (Clayton Kopp, Warner Bros.)
15	15	9	CHINA GROVE —Doris Day (Glen Campbell, MCA 216 (Chess/Janis))	48	46	46	IF YOU WANT ME TO STAY —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	82	87	2	HELLO IT'S ME —The Meters (Clayton Kopp, Warner Bros.)
16	12	12	MY MARRIAGE —Doris Day (Glen Campbell, MCA 216 (Chess/Janis))	49	53	53	SUCH A NIGHT —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	83	85	4	YOU'RE BETTER BELIEVE IT —The Meters (Clayton Kopp, Warner Bros.)
17	18	9	BASKETBALL JOYS —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	68	3	3	THE LOVE I LOST —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	84	85	4	OH NO NOT MY BABY —The Meters (Clayton Kopp, Warner Bros.)
18	19	8	DELTA DANCE —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	35	15	15	HERE I AM (Come and Take Me) —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	85	86	2	ROLLING IN MY SWEET BABY'S ARMS —The Meters (Clayton Kopp, Warner Bros.)
19	21	7	ALL I KNOW —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	36	16	16	IF YOU WANT ME TO STAY —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	86	86	2	LONELY I COULD CRY —The Meters (Clayton Kopp, Warner Bros.)
20	23	6	KNOCKIN' ON HEAVEN'S DOOR —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	52	37	37	IF YOU WANT ME TO STAY —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	87	88	4	I'M COMING HOME —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
21	26	5	SAY, HAS ANYBODY SEEN MY SWEET GYPSY ROSE —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	69	3	3	THE MOST BEAUTIFUL GIRL —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	88	93	2	LITTLE GIRL GONE —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
22	16	10	BROTHER LOVE —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	54	58	58	IF YOU WANT ME TO STAY —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	89	93	3	REDECK FRIED —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
23	21	8	WHY ME —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	80	2	2	THE WORLD OF THE WORLD —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	90	92	8	YOU'RE THE BEST THING THAT EVER HAPPENED TO ME —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
24	30	7	ROCKY MOUNTAIN HAT —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	57	7	7	I CAN STAND THE RAIN —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	91	96	3	LOVE IS ALL —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
25	28	10	TOUCH ME IN THE MORNING —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	58	50	50	RETHINKING IN BLUE —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	92	81	5	SLIPKIN' AWAY —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
26	42	4	SPACE RACE —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	59	67	67	CHECK IT OUT —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	93	91	3	TAKE A CLOSER LOOK AT THE WOMAN YOU'RE WITH —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
27	22	10	YOU'VE NEVER BEEN THIS FAR BEFORE —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	74	2	2	PHOTOGRAPH —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	94	95	2	IF YOU WANT ME TO STAY —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
28	28	7	GET IT TOGETHER —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	61	74	74	SISTER JAMES —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	95	95	2	IF YOU WANT ME TO STAY —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
29	34	6	HURTS SO GOOD —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	62	64	64	OUTLAW MAN —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	96	94	5	I WANT LAST DAY WITHOUT YOU —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
30	31	9	IN THE MIDDLETOWN HOUR —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	63	51	51	TO KNOW YOU IS TO LOVE YOU —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	97	94	5	FARWELL ANDROMEDA —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
31	41	4	WE MAY NEVER PASS THIS WAY AGAIN —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	65	72	72	WOMAN FROM TOKYO —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	98	82	7	TONIGHT —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
32	40	6	FUNKY STUFF —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	66	54	54	ASHES TO ASHES —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	99	98	2	STEALIN' —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))
33	39	8	SUMMER (The 1st Time) —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	67	61	61	LOVING ARMS —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))	100	99	2	KIDS STUFF —The Joneses (Glen Campbell, MCA 216 (Chess/Janis))

Sheet music suppliers listed are confined to piano/vocal sheet music copies and do not purport to represent music publications distribution. BB = Big Hits, B3 = Big Three Hits, CMA = Country Music, CPM = Country Music, HAN = Harmonies, MCA = MCA Music, NAK = North American, PLY = Plymouth Music, PPS = Screen Games Publications, WB = Warner Bros. Music, WCH = West Coast Music, FMC = Frank Music Corp.

HOT 100 A-Z (By Publisher/Artist)

Alvin Stander	Let's Get It Up	Warner Bros.	Barbara Fisk	Jesse	Warner Bros.	Doris Day	Heartbeat Is A Love	Warner Bros.	Cher	Half-Breed	Warner Bros.
Cher	Half-Breed	Warner Bros.	Doris Day	Heartbeat Is A Love	Warner Bros.	Grand Funk	We're An American Band	Warner Bros.	Mark James	Everybody Has The Blues	Warner Bros.
Clayton Kopp	My Thumb Down To Mexico	Warner Bros.	Glen Campbell	Angel	Warner Bros.	Glen Campbell	Higher Ground	Warner Bros.	Glen Campbell	That Lady	Warner Bros.
Doris Day	Heartbeat Is A Love	Warner Bros.	Glen Campbell	That Lady	Warner Bros.	Glen Campbell	Let's Get It Up	Warner Bros.	Glen Campbell	My Marriage	Warner Bros.
Glen Campbell	Angel	Warner Bros.	Glen Campbell	Higher Ground	Warner Bros.	Glen Campbell	That Lady	Warner Bros.	Glen Campbell	My Marriage	Warner Bros.
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PICK HIT

BONFÁ



JACARANDA

... now the edited version of the most-requested album cut... **"APACHE TALK"** ... an exciting new single!
Arranged and Conducted by **EUMIR DEODATO**

BONFÁ'S TIME IS NOW... AND THE CRITICS AGREE!

JACARANDA—Bonfá—Ranwood R 8112

What we're talking here is the continuation of the new birth of progressive pop-jazz. Deodato did much to further that cause with his smash hit, "Also Sprach Zarathustra" and others have followed suit, but Bonfá tends to something a bit different here. With Deodato arranging and conducting, Bonfá runs through ten solid tracks of that progressive pop jazz the highlights of which appear on "Apache Talk," "Don Quixote" and "Danse V." In attendance to assist are the likes of some very fine musicians, including Airtio, Ray Barretto, Mark Drury and Stanley Clarke. All add to the overall effectiveness, but this is Bonfá's baby and a beautiful one it is.

CASH BOX MAGAZINE

LUIZ BONFÁ

JACARANDA — Ranwood R 8112: Apache Talk; Jacaranda; Gentle Rain; You or Not to Be; Strange Message; Don Quixote; Song Thoughts; Danse V; Empty Room; Sun Flower.

Personnel: Stanley Clarke, electric bass; Mark Drury, bass (tracks 1, 2, 6); Airtio, percussion; Ray Barretto, conga; Idris Muhammad, drums; Richard O'Connell, drums (track 1); John Tropea, electric guitar; John Wood, electric piano (tracks 2, 3); Sonny Boyer, tenor; Phil Bodner, flute; Bonfá, 12 and 6 string acoustic guitars; Sonia Burnier and Maria Toledo, vocals.

Rating: ****

This album contains some heavy Brazilian soul and a touch of Latin funk.

DOWNBEAT MAGAZINE

LUIZ BONFÁ—Jacaranda, Ranwood R 8112. Not too much has been heard from lately from the Brazilian Latin school. Master guitarist Bonfá can change all that. This LP captures all the gentle beauty of South America, the changing tides and ebbing breezes, the lulling effects of chords and progressions emerging from his 6 and 12 string acoustic guitar. Eumir Deodato arranged and conducted the orchestra which gives Bonfá the finest of support. There is much pop easy listening appeal to this album, for Bonfá is a gentle force in music. Ray Barretto and Airtio are a dynamic duo on Latin percussion, with Phil Bodner's flute and Sonny Boyer's tenor sax intusing spice.

Best cuts: "Apache Talk," "Strange Message," "Danse V" (an unusually gutsy guitar performance).

Deodato: stock in jazz and Latin. Bonfá is recognized for this bossa nova work.

BILLBOARD MAGAZINE

RANWOOD
RECORDS
A Division of
Atlantic Records

Billboard TOP LP's & TAPE

Compiled from National Retail Stores by the Music Popularity Chart Department. 1970 The Record Market Research Department of Billboard										SUGGESTED LIST PRICE				★										SUGGESTED LIST PRICE				RCA and/or by the sale of a Million copies of 100,000 copies of									
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Snuff Garrett

—When You Can
Count On A Logo



Our Newest Singles Produced by Snuff Garrett...

"GOOD NEWS, BAD NEWS"

recorded by

WAYNE PARKER

on Bell #45,397

"POPPA'S SIDE OF THE BED"

recorded by

JAN RADO

on Bell #45,394

Both Records Produced by **SNUFF GARRETT** For GARRETT MUSIC ENTERPRISES

BELL RECORDS A Division of Columbia Pictures Industries, Inc.

TOP LPs & TAPE

LIVE THE GOOD LIFE.



Only American has table for 4 dining on both our DC-10* and 747 LuxuryLiners.

It's not every day that you fly.

So why not make the most of it.

On an American Airlines LuxuryLiner, you can reserve a table for 4 in First Class.

Wine and dine with friends. Hold a business meeting.

Play bridge.

And if you don't play, enjoy after-dinner liqueurs and champagne.

Next time you're going somewhere, let your Travel Agent introduce you to the good life. On an American Airlines LuxuryLiner.

For First Class passengers, there isn't a more comfortable way to fly.

American Airlines LuxuryLiners.

Country 8-track Sales Approaching Disk Pace

• Continued from page 3

many tape cartridge sales as the album. "Satin Sheets" by Jeanne Pruett had 67 percent as many tape cartridge sales as albums. (See page 10 for more information on the album's country tape surge.)

However, the general pop music album—though sales of an artist like Elton John or Neil Diamond go much higher overall—has only 20-30 percent of many tape cartridge sales compared to pop albums. For example, Neil Diamond, for instance, had 33 percent as many tape cartridge sales as albums. While Bob Dylan's "Argus" had 23 percent as many tape cartridge sales and album sales.

UJA Music Fete Rolling

• Continued from page 3

who will serve as master of ceremonies.

The committee has provided for continuous music for dancing and socializing throughout the evening with the bands of Harry James and Tio Puent. The "Man of the Year" function has surpassed its original fund-raising goal and promises to be the biggest, best attended and most successful dinner in the eight year history of the UJA's Music Industry Division, added Goldfarb.

Use Tax to Be Argued

• Continued from page 3

road. An additional assessment of \$200,000 for subsequent periods through 1973, was noted.

Based on Regulations
The board representative would not pinpoint when the state's new use tax and use tax on record royalties began. He pointed out a regulation (.1527), which covers Electronic Transpcriptions (see adjacent box) and (.1660), which covers leases, as basis for the levy.

Senate Ratifies Treaty

• Continued from page 1

ment of ratification (Billboard 10/6/73).

Enforcement is carried out under the domestic law of each member country, through grant of copyright or under laws against unfair com-

Rosenberg Bows 3 New Ventures

LOS ANGELES—Ted Rosenberg, formerly branch sales manager for WEA/A distributing, in Los Angeles, and a 29-year record industry marketing veteran, has started a new company, Gift Wrap Ltd., a unique LP or tape giftwrap package which he is marketing through the 11 western states. He plans to go nationally through independent distributors. John Lott, Mighting Fine Dist., San Francisco, is handling northern California, Oregon and Washington and Tony Jacobs, Los Angeles, is handling southern California and Arizona.

Rosenberg is also becoming an art broker. Investment Art is a local venture, in which he is buying and selling contemporary masters.

He is partners with Alan Patterson in a company called Sunshine Records, local chain of five retail stores. Rosenberg has purchased a half interest.

Recent artist releases and the percent of tape sales to albums sales were: Jerry Clower, 43, Osborne Bros. 52, Loretta Lynn & Conway Twitty 55, Webb Pierce 59 on one album and 23 on another, Jerry Wallace 59, Ronnie Dove 37, The Persuasions 21, Brenda Lee 60, Roy Williams 46, Cal Smith 47, Bill Anderson 64, Doby Gray 69, Mary Robbins 58, Elton John 17, Cher 38, Neil Nelson 39, El Chicano 23, Who 29, Jesus Christ Superstar 14, Bert Kaempfert 15, Phil Spector 17, Jerry Walker 15.

Atlanta, incidentally, often out-sells in dollar volume tape cartridges as compared to albums when it comes to country music, Eric said.

Set to attend so far are: Sam Clark, Jerry Wexler, Milt Rackmil, Al Masler, Harold Lipsman, Dave Karpis, Art Talmadge, Clarence Blyer, Al Bell, Cy Leslie, Clarence Avant, Florence Greenberg and Lyral Utal. Also, Allen Klein, Art Kava, Neil Bogart, Jay Lasker, Jerry Schenbach, John Schlachter and Joe Kohn. Elliot Blaine will represent his late brother, Jerry, founder of Jubilee Records. Linda Goldner, daughter of End-Gone pioneer George Goldner and Ilene Bisco, widow of Bert Berns, Bang/Shot founder, also have accepted the bids.

He noted that proposed clarification of the regulation is being considered currently.

He explained that dependent upon the terms of purchase or lease of the master to or by a company, the state may or may not require local taxes changes. The state also holds that the tax would apply when separate deals with separate parties for exclusive tape and record manufacturing rights, he said.

petitive practice or by penal sanction. In the United States, the enabling law is the 1972 antitrust amendment to the copyright statute, which provides protection against unauthorized duplication for copyrighted recordings made on or after Feb. 15, 1972.

The Treaty does not require member countries to provide protection to any recording made before the contracting nation became a formal addressee to the Phonogram Convention in outlining treaty terms to the Senate. Majority Leader Sen. Mike Mansfield (D. Mont.) pointed out that this would not preclude membership in outlining treaty terms to the Senate. Copyright Office spokesmen point out that this is quite rare in international copyright agreements, most countries preferring to use the clear-cut date of formal ratification as the effective date for agreements involving copyright to go into force.

Exceptions may occur in instances of individual agreements between two countries, where each extends all statutory benefits to the copyrighted works by nationals of the other country. Such one-to-one agreements would not be nullified in and by membership in the Geneva antitrust treaty, according to the terms of the Phonogram Convention.

Inside News

Is there a settlement near in the CBS Inc. lawsuit against former CBS Records president Dave Davis? Spokesmen for both parties have told Billboard that the charges against Davis have not been dropped and that a settlement between the two parties has not been reached.

Following his 45-day European tour Ray Charles returns to the U.S. on Dec. 25 and leaves for a Japanese tour Nov. 2. "Don Kirshner's Rock Concert" added seven new masters last week bringing the total to 100. Capitol Records and San Francisco's local radio station, share spot announcements and Capital Records has bought sponsorship of a weekly series on Viacom's cable system in San Francisco, the three and a half hour, "Music on the Streets" on San Francisco's cable system and Ahmad Jamal opened New York's newest jazz spot, Jimmy's on 52nd Street—formerly Toots Scholz's.

Jerry Merz, New Jersey, has acquired the Trojan Records catalog for distribution in the U.S. Deal was concluded in London by Jerry Merz, Scott, and Lee Gophal, who heads up Trojan, a label specializing in Jamaican reggae whose artists include the Wailers, Judge Dread and the Maytals. Jerry will be shipping immediately, said Scott. A few settlements have been his own publishing wing, David Black Music (ASAP). The Joint 9 Committee on Continuing Legal Education of the American Law Institute and the American Bar Association is holding a course of study, Law and the Publishing Industry, Entertainment Industry Foundation, Washington, Oct. 18-20. Registration is \$225. Paul Wolkin, (215) 387-3000, has details. ... Aretha Franklin sang the Black National anthem before the Grambling and Morgan State football game last week. Proceeds of the traditional game between the two black colleges went to the Urban League. Miss Franklin also appeared at a benefit concert last week for victims of West African famine held at the Cathedral of St. John the Divine in New York.

Ben Arno has signed a long-term publishing affiliation agreement with SESAC Inc. His new SESAC firm is Basikone Music Inc. in New York. ... Johnny Winter is back in the studios again with Rick Derringer producing and recording material written by Eric Burdon and Doug Sauter and Shel Silverstein. Derringer is now with Tossaut and Shel Silverstein. Derringer is now with Doug Winter as permanent guitarist and his own solo album will be released this month. ... Janis Joplin's upcoming album has a title change to "Farewell Song". ... Janis Joplin, who was in New York City for the 33rd Club 33 years ago, died in New York, Sept. 27. She was 74. For the last decade of years the Copa has remained closed during the summer months and so far this year has not opened its doors for the season. ... Stan Laurel's life, opens Oct. 11, in Bloomington, Minn., written by Dean Karna, a friend of the late comedian. ... U.K. group, Soft Machine, starts its first U.S. tour in two years in November. ... Mark Se Rockwell, A&M, releasing an album of two radio broadcasts done in 1934 by George Gerwin—it includes his brother, lyricist Ira Gerwin "Hi Ho" with composer Harold Arlen at the piano. The original tapes have been donated to the Rodgers and Hammerstein Archives of Recorded Sound in New York Public Library. The tapes were discovered by author Ed Jablonski ("The Gershwin Years") when he was checking through Ira Gerwin's library. ... Taj Mahal's album will be released on one of the labels owned by the Pointer Sisters. Mahal's sessions with Alan Toussaint have been postponed until after the new year.

Release Records are presenting "Ireland's Best In Concert" at Avery Fisher Hall (formerly Philharmonic) Nov. 14 and Friday, Nov. 15. Featuring the Irish band, Lynnm, Larry Cunningham and Dermot O'Brien. ... Mahavishnu's next album is still going to be a live LP. ... Lana Carrell is to make a Australian talk show host George Gandy, Queensland, Australia. ... Quincy Jones, the Beatles, Elsie Presley, Bateman, etc.—who appeared at Elton John's Los Angeles opening concert—did not make the trip to New York for the performer's two sell-out concerts at Nassau Coliseum and Madison Square Garden.

When We Win, a New York night club just opened (with Lee Holzman starring) is on the site of the old Cafe Society club. Cafe Society's owner Barney Josephson now runs the nearby Cokery restaurant with music. ... The new screening of "The Great Escape" is a double exploitation film but a documentary film about the creation and recording of music for television and motion pictures. BMI is making the film available on a limited basis for noncommercial screening by qualified groups and is also an abridgement of the film. ... Five tracks film available. Documentary features Hugo Friedhofer, Quincy Jones, Eric Hagen, Lalo Schifano and Jerry Goldsmith. ... Rod Stewart's solo single "Oh No Not This Time" (his first solo single) is being released by Maxine Brown nine years ago. ... Program directors, disk jockeys, press and dealers on both East and West coasts were hooked up by closed-circuit television to preview Elton John's new double album, "Goodbye Yellow and Blue." Five tracks were played and Elton John was interviewed.

Billy Taylor has been announced to compose a piano concerto by Maurice Abravanel, director and con-

Inside News

ductor of the Utah Symphony Orchestra. Taylor will perform a vast solo concert with the orchestra on Jan. 25. ... Stan Getz performed a special tribute to the late tenor saxophonist Ben Webster who died recently. Former associates of Webster, including Cal Callaway, Ray Namee, Milt Hinton, Jonny Jones, were on hand.

... The first of a series of programs among the first well-wishers to visit Ramin' Jack Elliott, in town for one of his rare appearances to play the Metro, West Village club now vying with Max's Kansas City and the Bitter End. Ramin' Jack Elliott, a folk singer, pianist, and songwriter, with Siebel commencing a new folk group get overexposed, and others don't get enough. This isn't even being exposed at all. ... Rolling Stones are putting together live set from their European tour, as their mobile recording unit follows their progress. Tracks recorded at Dynamic Studio in Kingston, Jamaica, to be used in the event there's insufficient live material. ... Paul Kantner and Grace Slick were on hand, along with Grunt Prez Bill Thompson, to fete Jack Taylor & Steelwind, who were their first concert at the Academy of Music, at La Jardin, fey art deco nitey at the Hotel Diplomat. M. Slick is letting her frosting grow out and her hair curl once more, as revealed when she took the stage to announce the band.

Dolhousie, Inc. co-managers Marty Thau, Steve Leber and David Krebs are steadily expanding tour dates for the New York Dolls. Mercury record act with headline engagements set this month in Philadelphia, St. Louis and Los Angeles. A double album project is being completed in the biggest opening in five years at a Whisky A Go Go past bass player Arthur Kane out for an extended period but roudie Peter Jordan filled in. Kane is expected back soon. ... Jerry Lee Lewis has recorded "Southern Rock" with the Memphis Horns. ... Several new, such southern-country artists as Charlie Rich, Carl Perkins, Doug Sahm, Steve Cropper, Tommy Coghill and Chips Moman. ... "Don't Let It Bring You Down" has been chosen for the album "The Memphis Horns" by Deane Lane. ... LP featuring "Mendel Iriton, John Uslar on guitar in several cuts. ... Phonogram-distributed John D. Loudermilk and John Harley-produced songs when the act was active.

Comic Stevens left an estimated \$200,000 worth of jewels when she left them in the coffee shop at the Flamingo Hotel, Las Vegas. ... Doug Sahm featured on an upcoming album from the Grateful Dead, recorded in San Francisco, is also appearing on the tour dates with the Grateful Dead. ... Doug Sahm's (Sir Douglas) personal manager. ... Lavada Field, 62, pianist and songwriter died in Lexington, Ky. She wrote many songs on her own and collaborated with Harry Belafonte and Harry Belafonte. ... "Wild In The Streets," Garland Jeffreys' new Atlantic single was "inspired" by a recent child-rap and slaying in New York's East Bronx, according to his publicity material. ... Bell is releasing a double album, "The Film of the Cincinnati Symphony Orchestra's First Eight O'Clock Series" on Sunday (23) with Erich Kunzel conducting. ... Phillip Rud, concertmaster of the Dallas Symphony, has assumed a similar post with the Cincinnati symphony, replacing Eugene Ormandy, who retired.

Clive Davis in the audience at New York's Rock 'n' Roll Sweeney club when Australian singer, Peter Allen, appeared last week. ... Richard E. Reed, vice president and managing director of the New York City, T. Cincinnati, elected president of the Ohio Association of Broadcasters. ... Producer Jack Tarjoff will film New York's Jazz Adventures nighttime concert on Friday (28) for a pilot for a series of musical variety shows. Headlined by the New York City, T. Cincinnati, and the Chuck Wayne, Joe Puma, guitar duo.

Rickie Furry has left lead singer-songwriter of Poco to go solo, managed by Elliot Roberts. Poco announcement says group will go on, as foursome, but we hear some members of disbanded group may be shipping new David Cassidy album this party. ... Cassidy has his very own autograph imprinted on each press kit. LP contains some material written by Cassidy himself. ... Motown, a singles company selling more albums than ever, is at the top of the charts. ... The new album, "The seas openings of her 'Lady Sings the Blues' film. ... Lori Lieberman taped a TV pilot for a projected musical series. ... Barbara Christensen Public Relations retained by the Grateful Dead. ... Rufus Thomas guest-acted on "Police Story" TV. ... The Address Brothers will be produced by Bones Howe for Bell Records as part of the label's agreement with the Mr. Bones Productions. Howe is currently working on a double album for the label and Cheryl Ernst for Bell. ... The musical instrument house of M. Hehrer, Inc., has added Hamilton music stands to its catalog. ... A&M issued two versions of the debut Frank Zappa album for the first time.

... Upstairs at the Parson's Table, in Philadelphia, opens this month. The main room has been designed to recapture the mood of the 1920's and 30's. Jackie Vernon and Lee Horwin provide in the room.

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